Facts About New Supermarkets Opened in 1979

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Foreword

The purpose of "Facts About New Supermarkets Opened in 1979" is to present a composite of store construction and operational developments within the food marketing industry. This data, gathered by a survey of FMI members, covers new stores, as well as those remodeled, acquired and closed during 1979.

"Facts, 1979" analyzes important data on new store size, sales, building costs, lease/rental arrangements, and specialty departments; examines factors precipitating store closings; and contains coverage for acquired and remodeled stores including size and sales comparisons.

With the rising concern for increasing energy costs, "Facts, 1979" has expanded the section on energy efficiency measures and practices incorporated in new and remodeled supermarkets.

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*Denotes Tables New for 1979

INDUSTRY STORE DEVELOPMENT

An initial survey of Food Marketing Institute's North American members supplied the data for industry store activity in 1979 as presented in Table 1. A total of 442 companies, representing 12,617 supermarkets, responded to this survey.

TABLE 1

Percent of Stores Undergoing Change in 1979

New Stores Opened	4.9%
Acquired through Purchase/Merger	2.9%
Major Remodeled Stores ($50,000 or more)	6.4%
Minor Remodeled Stores (Less than $50,000)	6.4%
Stores Closed	4.8%

The Sample

In a second, more detailed survey, data for 271 newly opened stores in 1979 were supplied by 54 companies. Eighty-eight companies responded to the "remodeled" questionnaire, supplying data for 157 remodeled stores and 25 companies sent in data for 96 acquired stores. Data for 137 closed stores were supplied by 43 companies.

Firms with retail annual sales over $500 million reported the greatest number of stores opened, closed, and remodeled. Companies with annual sales of $250 to 500 million reported a third of all acquired stores. Details for company sales, location of stores, geographic regions, and store types can be found in the appropriate sections.

STORES OPENED IN 1979

Over three quarters of all new stores were located in community and neighborhood shopping centers. The Southern region opened the majority (55 percent) of new stores.

This year, conventional stores dominated store development with 61 percent of all stores opened. This is a change from 1978 when the super store was the predominate store type.

In the West, the most popular store was the combination store. In the North Central region, the super store was the principal store type. The leading store type in the Southern region was the conventional store.

TABLE 2
Annual Sales Volume of Company

		LOCATION OF STORE				GEOGRAPHIC LOCATION				
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	270	7	111	93	54	21	148	66	28	6
UNDER $10 MILLION	1.8	-	-	1.1	7.4	-	1.4	4.5	-	-
$10 - $30 MILLION	1.5	-	1.8	-	3.7	-	.7	1.5	7.1	-
$30 - $100 MILLION	5.2	-	1.8	7.5	9.3	9.5	2.7	9.1	-	33.3
$100 - $250 MILLION	5.9	-	5.4	9.7	1.9	4.8	8.8	1.5	3.6	-
$250 - $500 MILLION	12.6	71.4	5.4	6.4	22.2	61.9	2.0	18.2	3.6	66.7
OVER $500 MILLION	73.0	28.6	85.6	75.3	55.5	23.8	84.4	65.2	85.7	-

TABLE 3
Geographic Region of Store

		COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)						STORE TYPE			
	ALL STORES	UNDER 10	10-30	30-100	100-250	250-500	OVER 500	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
ALL STORES	270	5	4	14	16	33	197	165	66	27	6
NORTHEAST	7.8	-	-	14.3	6.3	39.4	2.5	7.9	3.0	3.7	-
SOUTH	54.8	40.0	25.0	28.6	81.3	9.1	63.5	76.4	24.3	14.8	16.7
NORTH CENTRAL	24.8	60.0	25.0	42.8	6.2	36.4	21.8	10.3	68.2	7.4	50.0
WEST	10.4	-	50.0	-	6.2	3.0	12.2	1.9	4.5	74.1	33.3
CANADA	2.2	-	-	14.3	-	12.1	-	3.6	-	-	-

TABLE 4A
Location of Store

	ALL STORES	COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)					
		UNDER 10	10-30	30-100	100-250	250-500	OVER 500
ALL STORES	266	5	4	14	16	29	197
REGIONAL SHOPPING CENTER	2.7	-	-	-	-	17.2	1.0
COMMUNITY SHOPPING CENTER	41.7	-	50.0	14.3	37.5	20.7	48.2
NEIGHBORHOOD SHOPPING CENTER	35.3	20.0	-	50.0	56.3	20.7	35.5
FREE STANDING	20.3	80.0	50.0	35.7	6.2	41.4	15.2

TABLE 4B
Location of Store

	ALL STORES	STORE TYPE				GEOGRAPHIC LOCATION				
		CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	266	166	66	27	6	16	148	67	28	6
REGIONAL SHOPPING CENTER	2.7	3.0	3.0	-	-	18.8	.7	3.0	-	-
COMMUNITY SHOPPING CENTER	41.7	27.7	66.7	63.0	66.7	25.0	33.1	58.2	64.3	16.7
NEIGHBORHOOD SHOPPING CENTER	35.3	44.6	16.7	29.6	-	50.0	43.9	13.4	35.7	33.3
FREE STANDING	20.3	24.7	13.6	7.4	33.3	6.2	22.3	25.4	-	50.0

TABLE 4C
Location of Store

	ALL STORES	STORE SIZE: UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
ALL STORES	266	2	9	61	78	64	52
REGIONAL SHOPPING CENTER	2.7	-	-	1.6	2.6	6.3	-
COMMUNITY SHOPPING CENTER	41.7	-	11.1	32.8	44.9	60.9	30.8
NEIGHBORHOOD SHOPPING CENTER	35.3	50.0	22.2	37.7	30.7	28.1	50.0
FREE STANDING	20.3	50.0	66.7	27.9	21.8	4.7	19.2

SIZE OF NEW STORES OPENED IN 1979

Store Area

Store size in 1979 was similar to 1977, but smaller than reported last year. This decrease in size is related to a shift in store type reported for 1978. The average store opened in 1979 was 27,400 square feet. However, the proportion of the total area used for selling increased. This resulted in only a modest reduction in selling area.

Typical new stores in three regions, the West, the North Central and the Northeast, were over 30,000 square feet. In sharp contrast, Canada's new stores averaged 16,400 square feet.

The largest stores were combination and warehouse stores.

TABLE 5
Average Size of New Supermarkets

(in square feet)

	1975	1976	1977	1978	1979
Total Area	24,360	29,056	27,504	29,707	27,400
Selling Area	17,000	20,444	19,395	21,280	20,550
Ratio of Selling Area to Total Area	70%	70%	71%	72%	75%

Parking

The number of parking stalls per supermarket varied considerably, from a low of 135 to a high of 680 stalls. Stores averaged 273 stalls per supermarket.

General Merchandise

The shift in the predominate store type from super stores in 1978 to conventional stores in 1979 and the associated reduction in new store area played an important role in the reported decrease in general merchandise in 1979.

TABLE 6A

Square Feet of Total Area of Store

		COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)						GEOGRAPHIC LOCATION				
	ALL STORES	UNDER 10	10-30	30-100	100-250	250-500	OVER 500	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	271	5	4	14	16	34	197	21	148	67	25	6
UNDER 12,500 SQUARE FT.	.7	20.0	-	7.2	-	-	-	-	.7	1.5	-	-
12,500 - 17,499 SQ. FT.	3.3	20.0	25.0	7.1	-	8.8	1.0	4.8	1.3	4.5	-	50.0
17,500 - 22,499 SQ. FT.	22.5	60.0	-	14.3	56.3	20.6	20.3	-	35.5	4.5	-	50.0
22,500 - 27,499 SQ. FT.	28.8	-	25.0	7.1	12.5	14.7	35.0	14.3	37.2	28.3	3.6	-
27,500 - 32,499 SQ. FT.	25.5	-	-	14.3	12.5	35.3	26.9	66.6	7.4	44.8	50.0	-
32,500 AND OVER	19.2	-	50.0	50.0	18.7	20.6	16.8	14.3	15.9	16.4	46.4	-

TABLE 6B
Average Square Feet of Total Area of Store
(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	270	6	111	94	54	165	66	27	6
NORTHEAST	21	3	4	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	67	-	39	9	17	17	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	265	7	111	93	54				
CONVENTIONAL	166	5	46	74	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 6C

Average Square Feet of Total Area of Store

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
ALL STORES	27400	29828	27400	27400	25000	24000	30979	36800	37000
GEOGRAPHIC LOCATION									
NORTHEAST	30220	29828	32762	30220	-	30220	-	-	-
SOUTH	24000	-	23500	25168	21800	24000	27626	45500	-
NORTH CENTRAL	30979	-	30979	30728	26900	26900	30979	-	38000
WEST	30800	-	30000	35450	-	30000	30300	36800	-
CANADA	16400	-	-	-	18125	16400	-	-	-
TYPE OF STORE									
CONVENTIONAL	24000	29828	24500	25250	21800				
SUPER STORE	30979	-	30979	30800	30400				
COMBINATION	36800	-	30000	41650	-				
WAREHOUSE	37000	-	37000	-	-				

TABLE 7A
Average Square Feet of Selling Area of Store
(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	269	6	111	93	54	164	66	27	6
NORTHEAST	21	3	4	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	66	-	39	8	17	16	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	264	7	111	92	54				
CONVENTIONAL	165	5	46	73	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 7B

Average Square Feet of Selling Area of Store

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	20550	21565	20550	20550	17321	18000	22730	27000	28788
GEOGRAPHIC LOCATION									
NORTHEAST	22000	21601	23094	22500	-	21601	-	-	-
SOUTH	18000	-	17500	18450	16350	18000	21080	36520	-
NORTH CENTRAL	21783	-	22730	21820	17321	17321	22730	-	29575
WEST	22463	-	21200	26631	-	22300	22463	27000	-
CANADA	11068	-	-	-	12136	11068	-	-	-
TYPE OF STORE									
CONVENTIONAL	18000	21601	19500	18000	16350				
SUPER STORE	22730	-	22730	23025	19700				
COMBINATION	27000	-	21000	32899	-				
WAREHOUSE	28788	-	28038	-	-				

TABLE 8A

Average Number of Parking Stalls

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	265	6	111	89	54	164	62	27	6
NORTHEAST	20	3	4	7	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	65	-	39	7	17	16	44	-	3
WEST	26	-	18	8	-	3	-	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	260	7	111	88	54				
CONVENTIONAL	165	5	46	73	41				
SUPER STORE	62	-	44	7	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 8B
Average Number of Parking Stalls
(Medians)

	ALL STORES	LOCATION OF STORES REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	STORE TYPE CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WAREHOUSE
ALL STORES	273	210	306	275	213	271	500	300	165
GEOGRAPHIC LOCATION									
NORTHEAST	235	150	410	410	-	169	-	-	-
SOUTH	273	-	276	311	248	275	308	363	-
NORTH CENTRAL	500	-	680	202	200	202	680	-	285
WEST	300	-	250	571	-	397	-	300	-
CANADA	138	-	-	-	135	135	-	-	-
TYPE OF STORE									
CONVENTIONAL	271	166	276	270	200				
SUPER STORE	500	-	680	263	200				
COMBINATION	300	-	250	571	-				
WAREHOUSE	165	-	161	-	-				

TABLE 8C
Average Number of Parking Stalls per Typical Supermarket

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	266	165	62	27	6	20	148	65	26	6
NUMBER OF STALLS	338	282	501	369	191	288	307	438	335	156

TABLE 8D
Average Number of Parking Stalls per Typical Supermarket

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	266	2	9	61	78	67	49	7	111	89	54
NUMBER OF STALLS	338	38	122	221	306	431	461	421	394	345	211

TABLE 9A
Type of Parking Lot Arrangement

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
TYPE OF PARKING LOT:	270	166	65	27	6	20	148	67	28	6
SHARED WITH OTHER BUSINESSES	77.0	72.9	83.1	92.6	33.3	95.0	77.0	70.1	89.3	33.3
SUPER MARKET CUSTOMERS ONLY	23.0	27.1	16.9	7.4	66.7	5.0	23.0	29.9	10.7	66.7

TABLE 9B
Type of Parking Lot Arrangement

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
TYPE OF PARKING LOT:	270	2	9	61	78	69	51	7	111	93	54
SHARED WITH OTHER BUSINESSES	77.0	50.0	11.1	72.1	76.9	91.3	76.5	100.0	96.4	95.7	-
SUPER MARKET CUSTOMERS ONLY	23.0	50.0	88.9	27.9	23.1	8.7	23.5	-	3.6	4.3	100.0

TABLE 10A

Average Percent of General Merchandise in Selling Area

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	96	5	25	30	31	42	25	18	6
NORTHEAST	12	3	3	-	-	6	-	-	-
SOUTH	31	-	8	11	12	14	12	4	-
NORTH CENTRAL	30	-	4	8	16	15	10	-	3
WEST	19	-	9	10	-	3	3	11	-
CANADA	4	-	-	-	3	4	-	-	-
TYPE OF STORE	92	6	25	30	31				
CONVENTIONAL	43	5	4	14	20				
SUPER STORE	25	-	9	8	7				
COMBINATION	18	-	8	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 10B
Average Percent of General Merchandise in Selling Area
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	7	8	21	16	5	6	17	27	6
GEOGRAPHIC LOCATION									
NORTHEAST	4	9	10	-	-	10	-	-	-
SOUTH	13	-	15	7	16	7	24	37	-
NORTH CENTRAL	6	-	4	11	6	6	4	-	3
WEST	22	-	22	35	-	10	34	22	-
CANADA	6	-	-	-	5	6	-	-	-
TYPE OF STORE									
CONVENTIONAL	6	9	9	7	6				
SUPER STORE	17	-	5	31	16				
COMBINATION	27	-	22	36	-				
WAREHOUSE	6	-	6	-	-				

SALES OF NEW STORES OPENED IN 1979

Average Weekly Sales

With the reduction in reported store size, average weekly store sales decreased from $137,843 in 1978 to $114,165 in 1979. Although Northeast sales also dropped, this area continued to lead all regions with sales of $180,250. Canada reported the lowest sales at $48,713.

TABLE 11

Sales of New Supermarkets

	1975	1976	1977	1978	1979
Average Weekly Sales	$76,999	$98,000	$95,000	$137,843	$114,165
Sales per Square Foot of Total Area	$3.19	$3.45	$3.48	$4.29	$4.17
Sales per Square Foot of Selling Area	$4.50	$4.78	$4.92	$5.64	$5.56

Sales per Square Foot

The average sales per square foot of total area fell to $4.17 in 1979 from $4.29 in 1978, but three regions, the Northeast, the West and the North Central, showed gains from the preceeding year. The West experienced considerable increases from $3.82 in 1978 to $5.67 in 1979.

Sales per Customer Transaction

There were minimal decreases in the average sales per customer transaction in 1979 from the preceding year. The warehouse store had more than double the size of sales reported by most other store types. The lowest average transaction was reported in the North Central region, $11.50.

General Merchandise

With the change in the predominant store type and the decrease in selling space devoted to general merchandise, general merchandise as a percent of weekly sales also declined from 1978. Only stores in the West and the North Central regions reported an increase.

TABLE 12A

Average Weekly Sales

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	269	6	110	94	54	165	66	26	6
NORTHEAST	20	3	3	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	67	-	39	9	17	17	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	264	7	110	93	54				
CONVENTIONAL	166	5	46	74	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	26	-	15	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 12B
Average Weekly Sales
(Medians)

	ALL STORES	LOCATION OF STORES REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	STORE TYPE CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	114165	127500	155384	110000	96000	100000	155384	172500	164000
GEOGRAPHIC LOCATION									
NORTHEAST	180250	127500	165500	180250	-	155000	-	-	-
SOUTH	100600	-	90832	105260	96000	100000	105260	240000	-
NORTH CENTRAL	158000	-	202000	98000	153000	145000	200000	-	170000
WEST	170000	-	170000	160000	-	140000	110000	170000	-
CANADA	48713	-	-	-	55225	48713	-	-	-
TYPE OF STORE									
CONVENTIONAL	100000	140500	98000	100000	90832				
SUPER STORE	155384	-	200000	110000	105260				
COMBINATION	172500	-	170000	167500	-				
WAREHOUSE	164000	-	164000	-	-				

TABLE 13A

Average Weekly Sales per Square Foot of Total Area

(Number of Stores in Each Category)

	ALL STORES	LOCATION OF STORES REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	STORE TYPE CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	269	6	110	94	54	165	66	26	6
NORTHEAST	20	3	3	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	67	-	39	9	17	17	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	264	7	110	93	54				
CONVENTIONAL	166	5	46	74	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	26	-	16	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 13B
Average Weekly Sales per Square Foot of Total Area
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	4.17	4.59	4.94	4.15	4.17	4.19	5.92	5.67	4.44
GEOGRAPHIC LOCATION									
NORTHEAST	5.96	5.26	6.51	5.96	-	5.37	-	-	-
SOUTH	4.17	-	4.18	4.15	-	4.18	3.46	5.27	-
NORTH CENTRAL	5.92	-	6.46	3.49	5.33	4.59	6.46	-	4.72
WEST	5.67	-	5.67	3.99	-	4.67	3.57	5.67	-
CANADA	3.14	-	-	-	3.22	3.14	-	-	-
TYPE OF STORE									
CONVENTIONAL	4.19	5.26	4.18	4.15	4.17				
SUPER STORE	5.92	-	6.46	3.[illegible]7	4.18				
COMBINATION	5.67	-	5.67	3.99	-				
WAREHOUSE	4.44	-	4.44	-	-				

TABLE 14A

Average Weekly Sales per Square Foot of Selling Area

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	268	6	110	93	54	164	66	26	6
NORTHEAST	20	3	3	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	66	-	39	8	17	16	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	263	7	110	92	54				
CONVENTIONAL	165	5	46	73	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	26	-	16	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 14B

Average Weekly Sales per Square Foot of Selling Area

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	5.56	5.90	6.80	5.53	5.56	5.58	8.11	8.10	5.86
GEOGRAPHIC LOCATION									
NORTHEAST	8.01	7.18	9.44	8.01	-	7.66	-	-	-
SOUTH	5.56	-	5.59	5.51	5.56	5.58	4.47	6.62	-
NORTH CENTRAL	6.11	-	8.80	4.51	7.62	7.69	8.90	-	5.96
WEST	8.10	-	8.10	5.20	-	6.37	4.90	8.10	-
CANADA	4.65	-	-	-	4.75	4.65	-	-	-
TYPE OF STORE									
CONVENTIONAL	5.58	6.74	5.59	5.53	5.56				
SUPER STORE	8.11	-	8.80	4.90	5.71				
COMBINATION	8.10	-	8.10	5.20	-				
WAREHOUSE	5.86	-	5.86	-	-				

TABLE 15

Average Sales per Square Foot by Store Size

		STORE SIZE					
	ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
SALES PER SQ. FOOT	269	2	9	61	78	69	50
AVERAGE SALES	6.52	4.00	5.00	5.55	6.37	7.56	6.90

TABLE 16A

Average Sales per Customer Transaction

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	260	6	110	91	53	162	66	26	6
NORTHEAST	15	3	4	7	-	12	-	-	-
SOUTH	145	-	48	64	32	125	16	3	-
NORTH CENTRAL	66	-	39	8	17	16	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	261	7	110	91	53				
CONVENTIONAL	163	5	45	72	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	26	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 16B

Average Sales per Customer Transaction

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	12.02	15.50	12.00	12.60	12.10	11.90	11.50	15.00	25.75
GEOGRAPHIC LOCATION									
NORTHEAST	16.92	16.50	19.46	16.90	-	16.90	-	-	-
SOUTH	12.02	-	12.05	11.88	12.10	12.00	11.46	13.50	-
NORTH CENTRAL	11.52	-	11.50	15.65	11.32	11.75	11.50	-	26.50
WEST	15.00	-	15.50	13.30	-	14.22	12.60	15.00	-
CANADA	13.18	-	-	-	20.14	13.18	-	-	-
TYPE OF STORE									
CONVENTIONAL	11.92	16.50	12.00	12.27	12.10				
SUPER STORE	11.50	-	11.50	12.59	11.50				
COMBINATION	15.00	-	15.00	13.30	-				
WAREHOUSE	25.75	-	20.88	-	-				

TABLE 17

Average Sales per Customer Transaction (in Dollars) by Store Size

		STORE SIZE					
	ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
SALES PER CUSTOMER TRANSACTION	261	-	8	61	77	63	51
AVERAGE SALES	13.50	-	11.95	11.54	12.65	13.48	17.48

TABLE 18A
Average Percent of General Merchandise in Average Weekly Sales
(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	189	-	61	74	51	139	27	17	6
NORTHEAST	7	-	-	6	-	5	-	-	-
SOUTH	132	-	48	51	31	113	12	4	-
NORTH CENTRAL	29	-	3	7	17	14	10	-	3
WEST	19	-	9	10	-	3	3	11	-
CANADA	4	-	-	-	3	4	-	-	-
TYPE OF STORE	189	-	61	74	51				
CONVENTIONAL	139	-	41	56	40				
SUPER STORE	27	-	9	10	7				
COMBINATION	17	-	7	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 18B
Average Percent of General Merchandise in Average Weekly Sales
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	5	-	5	5	5	5	8	12	5
GEOGRAPHIC LOCATION									
NORTHEAST	6	-	-	6	-	6	-	-	-
SOUTH	5	-	5	5	5	5	11	17	-
NORTH CENTRAL	7	-	5	10	8	9	7	-	5
WEST	12	-	11	18	-	12	19	12	-
CANADA	5	-	-	-	5	5	-	-	-
TYPE OF STORE									
CONVENTIONAL	5	-	5	5	5				
SUPER STORE	8	-	7	14	8				
COMBINATION	12	-	12	18	-				
WAREHOUSE	5	-	5	-	-				

FRONT END OF STORES OPENED IN 1979

Checkouts

Reflecting the change in store size, the average number of checkouts per store decreased from 9 in 1978 to 8 in 1979. Almost two-thirds of the stores reported an average of eight checkouts.

Over-the-counter is again the most popular type of checkstand.

Sales per Checkout

The average sales per checkout for 1979 was $14,271, a bit lower than the 1978 average of $14,687.

Thirty-two percent of all stores had sales of over $18,000 per checkout per week.

The West and the North Central showed considerable gains in sales per checkout while the other regions remained fairly consistant. Conventionals experienced a minimal decrease but super stores had a dramatic gain ($13,800 in 1978 to $19,400 in 1979).

Scanning

This year almost 90 percent of all new electronic cash registers can be upgraded to scanning. Thirty percent of all new stores reported having scanners.

TABLE 19

Checkouts in Store by Store Size

	ALL STORES	STORE SIZE					
		UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
TOTAL	269	2	9	61	78	67	52
UNDER 5	1.5	100.0	22.2	-	-	-	-
5	3.0	-	55.6	4.9	-	-	-
6	3.7	-	-	13.1	-	-	3.8
7-8	63.2	-	22.2	80.3	94.9	64.2	3.8
9-10	16.0	-	-	1.7	-	31.3	40.4
11-12	8.2	-	-	-	-	3.0	38.5
13 AND OVER	4.4	-	-	-	5.1	1.5	13.5
TYPE OF CHECKOUTS: (FOOD AND GENERAL MERCHANDISE)	260	2	9	61	78	60	50
COMMON	100.0	100.0	100.0	100.0	100.0	100.0	100.0
SEPARATE	-	-	-	-	-	-	-

TABLE 20A

Average Number of Checkouts

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	268	6	111	92	54	165	64	27	6
NORTHEAST	21	3	4	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	67	-	39	9	17	17	45	-	3
WEST	26	-	18	8	-	3	-	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	263	7	111	91	54				
CONVENTIONAL	166	5	46	74	41				
SUPER STORE	64	-	44	9	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 20B
Average Number of Checkouts
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
ALL STORES	8	8	8	8	8	8	8	9	8
GEOGRAPHIC LOCATION									
NORTHEAST	10	8	11	10	-	9	-	-	-
SOUTH	8	-	8	8	8	8	8	12	-
NORTH CENTRAL	8	-	8	7	8	8	8	-	9
WEST	9	-	9	10	-	7	-	9	-
CANADA	6	-	-	-	6	6	-	-	-
TYPE OF STORE									
CONVENTIONAL	8	9	8	8	8				
SUPER STORE	8	-	8	9	8				
COMBINATION	9	-	9	11	-				
WAREHOUSE	8	-	8	-	-				

TABLE 21

Sales per Checkout by Store Size

		STORE SIZE					
	ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
ALL STORES	268	2	9	61	78	67	51
UNDER $8,000	1.9	50.0	22.2	1.7	-	-	2.0
$8,000 - $9,999	3.7	-	22.2	6.6	3.8	1.5	-
$10,000 - $11,999	22.4	50.0	44.5	72.1	7.7	4.5	3.9
$12,000 - $13,999	18.3	-	11.1	16.4	35.9	4.5	13.7
$14,000 - $15,999	17.2	-	-	1.6	35.9	19.4	7.9
$16,000 - $17,999	3.7	-	-	1.6	-	3.0	13.7
$18,000 AND OVER	32.8	-	-	-	16.7	67.1	58.8

TABLE 22A

Average Weekly Sales per Checkout

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	267	6	110	92	54	165	64	26	6
NORTHEAST	20	3	8	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	67	-	39	9	17	17	45	-	3
WEST	26	-	18	8	-	3	-	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	262	7	110	91	54				
CONVENTIONAL	166	5	46	74	41				
SUPER STORE	64	-	44	9	9				
COMBINATION	26	-	16	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 22B

Average Weekly Sales per Checkout

(Medians)

	ALL STORES	LOCATION OF STORES: REGIONAL SHOPPING CENTER	LOCATION OF STORES: COMMUN. SHOPPING CENTER	LOCATION OF STORES: NEIGH. SHOPPING CENTER	LOCATION OF STORES: FREE-STANDING	STORE TYPE: CONVENTIONAL	STORE TYPE: SUPER STORE	STORE TYPE: COMBINATION	STORE TYPE: WAREHOUSE
ALL STORES	14271	15611	16639	13024	12600	12500	19423	18889	19078
GEOGRAPHIC LOCATION									
NORTHEAST	18207	15938	21000	18025	-	18025	-	-	-
SOUTH	12500	-	12917	11354	12341	10312	12629	20871	-
NORTH CENTRAL	19423	-	25000	12000	13000	12000	25000	-	28333
WEST	18889	-	18889	16000	-	20000	-	18889	-
CANADA	8822	-	-	-	9204	8822	-	-	-
TYPE OF STORE									
CONVENTIONAL	12500	15625	13000	12250	11769				
SUPER STORE	19423	-	25000	13486	15037				
COMBINATION	18889	-	18889	16000	-				
WAREHOUSE	19078	-	19078	-	-				

TABLE 23A

Electronic Cash Registers

	ALL STORES	STORE SIZE UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
ALL STORES	268	2	9	61	76	69	51
STORE HAS ELECTRONIC CASH REGISTERS	98.5	50.0	88.9	98.4	98.7	100.0	100.0
STORE DOES NOT HAVE ELECTRONIC CASH REGISTERS	1.5	50.0	11.1	1.6	1.3	-	-
MODEL TYPE	264	-	8	60	75	69	51
STAND ALONE	12.5	-	75.0	25.0	4.0	1.4	15.7
CONNECTED TO IN-STORE COMPUTER	56.8	-	25.0	40.0	66.7	81.2	35.3
EQUIPPED WITH FRONT-END SCANNERS	30.7	-	-	35.0	29.3	17.4	49.0
EQUIPPED WITH ELECTRONIC SCALES.	271	2	9	61	78	69	52
YES	36.2	-	100.0	18.0	16.7	42.0	69.2
NO	63.8	100.0	-	82.0	83.3	58.0	30.8

TABLE 23B
Electronic Cash Registers

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVEN TIONAL	SUPER STORE	COMBI- NATION	WARE- HOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	268	164	65	27	6	21	146	67	27	6
STORE HAS ELECTRONIC CASH REGISTERS	98.5	97.6	100.0	100.0	100.0	95.2	100.0	95.5	100.0	100.0
STORE DOES NOT HAVE ELECTRONIC CASH REGISTERS	1.5	2.4	-	-	-	4.8	-	4.5	-	-
MODEL TYPE	264	160	65	27	6	20	146	64	27	6
STAND ALONE	12.5	14.4	13.9	-	16.7	15.0	15.1	3.1	-	100.0
CONNECTED TO IN-STORE COMPUTER	56.8	45.0	76.9	85.2	-	50.0	44.5	81.3	85.2	-
EQUIPPED WITH FRONT-END SCANNERS	30.7	40.6	9.2	14.8	83.3	35.0	40.4	15.6	14.8	-
EQUIPPED WITH ELECTRONIC SCALES	271	166	66	27	6	21	148	67	28	6
YES	36.2	25.9	28.8	100.0	66.7	90.5	17.6	28.4	96.4	100.0
NO	63.8	74.1	71.2	-	33.3	9.5	82.4	71.6	3.6	-

TABLE 24A
Checkouts

		STORE SIZE					
	ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
CHECKOUT CAN BE UPGRADED TO SCANNING SYSTEM	197	-	9	40	54	55	38
YES	89.3	-	66.7	85.0	94.4	98.2	81.6
NO	10.7	-	33.3	15.0	5.6	1.8	18.4

TABLE 24B
Checkouts

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
CHECKOUT CAN BE UPGRADED TO SCANNING SYSTEM	197	113	60	23	-	13	97	57	24	6
YES	89.3	92.0	81.7	100.0	-	76.9	86.6	96.5	95.8	66.7
NO	10.7	8.0	18.3	-	-	23.1	13.4	3.5	4.2	33.3

TABLE 25A

Type of Checkstand

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
TOTAL	266	2	9	61	78	65	51	7	111	90	53
OVER-THE-END	8.6	-	11.1	8.2	5.1	18.5	2.0	42.8	4.5	7.8	5.7
OVER-THE COUNTER	51.9	50.0	55.6	77.1	71.8	23.1	27.5	14.3	39.7	63.3	67.9
DOUBLE BELT	19.9	-	-	1.6	21.8	41.5	15.7	28.6	34.2	6.7	13.2
SINGLE BELT	5.6	-	22.2	11.5	-	1.5	9.8	14.3	6.3	1.1	11.3
LAZY SUSAN	11.7	-	11.1	1.6	-	15.4	37.2	-	14.4	15.7	-
OTHER	2.3	50.0	-	-	1.3	-	7.8	-	.9	4.4	1.9
METHOD OF UNLOADING CART	266	2	9	61	78	64	52	7	111	94	54
CUSTOMER UNLOAD	43.2	-	44.4	14.8	29.5	78.1	55.8	100.0	60.4	25.5	31.5
CHECKER UNLOAD	56.8	100.0	55.6	85.2	70.5	21.9	44.2	-	39.6	74.5	68.5

TABLE 25B
Type of Checkstand

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
TOTAL	266	161	66	27	6	17	148	66	28	6
OVER-THE-END	8.6	6.8	9.1	-	16.7	58.8	4.7	7.6	3.6	-
OVER-THE COUNTER	51.9	76.4	13.6	22.2	-	17.7	78.4	19.7	21.4	-
DOUBLE BELT	19.9	4.4	66.7	3.7	16.7	17.6	3.4	62.1	10.7	-
SINGLE BELT	5.6	4.3	6.1	7.4	33.3	5.9	3.4	6.1	3.6	66.7
LAZY SUSAN	11.7	8.1	3.0	59.3	-	-	7.4	1.5	60.7	33.3
OTHER	2.3	-	1.5	7.4	33.3	-	2.7	3.0	-	-
METHOD OF UNLOADING CART	266	166	66	27	6	16	148	67	28	6
CUSTOMER UNLOAD	43.2	19.3	87.9	70.4	100.0	93.8	12.8	77.6	78.6	100.0
CHECKER UNLOAD	56.8	80.7	12.1	29.6	-	6.2	87.2	22.4	21.4	-

SPECIALTY DEPARTMENTS

The most popular specialty departments were the delicatessen, the courtesy booth, wine, service meat, and the bake-off bakery.

Restaurant, floral, liquor, scratch bakery and pharmacy departments experienced minimal decreases from the preceding year. Only coldspot showed a sizable decrease.

Overall growth was seen for specialty departments in supermarkets.

TABLE 26A
Specialty Departments

	ALL STORES	STORE SIZE UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
ALL STORES	259	-	9	53	77	69	51
RESTAURANT/LUNCH COUNTER	12.4	-	11.1	3.8	5.2	11.6	33.3
DELICATESSEN - SERVICE ONLY	13.1	-	11.1	15.1	3.9	4.3	37.3
DELICATESSEN - SELF-SERVICE ONLY	13.9	-	33.3	7.5	-	13.0	39.2
DELICATESSEN - BOTH SERVICE AND SELF-SERVICE	80.7	-	44.4	79.2	92.2	84.1	66.7
COURTESY BOOTH	81.9	-	11.1	81.1	90.9	79.7	84.3
FLORAL/PLANT SHOP	54.1	-	11.1	30.2	45.8	75.4	68.6
WINE	70.7	-	22.2	67.9	80.5	73.9	62.7
LIQUOR	10.4	-	-	1.9	-	17.4	27.5
SERVICE MEAT	64.5	-	-	79.2	85.7	55.1	41.2
FRESH SEAFOOD	34.7	-	-	5.7	18.2	69.6	49.0
SCRATCH (MIX) BAKERY	13.9	-	22.2	3.8	7.8	7.2	41.2
BAKE-OFF (FROZEN DOUGH) BAKERY	60.2	-	11.1	84.9	87.0	50.7	15.7
COMBINATION SCRATCH/ BAKE-OFF BAKERY	16.6	-	11.1	-	3.9	33.3	31.4
COLDSPOT (NO BAKERY ON PREMISES)	2.7	-	-	1.9	-	2.9	7.8
PHARMACY	9.7	-	-	-	-	2.9	45.1

TABLE 26B
Specialty Departments

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	259	156	66	27	5	21	137	66	28	6
RESTAURANT/LUNCH COUNTER	12.4	7.1	16.7	18.5	-	28.6	7.3	15.7	10.7	33.3
DELICATESSEN - SERVICE ONLY	13.1	15.4	9.1	7.4	40.0	19.0	16.1	7.6	3.6	33.3
DELICATESSEN - SELF-SERVICE ONLY	13.9	11.5	1.5	59.3	20.0	-	7.3	4.5	60.7	100.0
DELICATESSEN - BOTH SERVICE AND SELF-SERVICE	62.7	86.5	80.3	77.8	-	57.1	86.9	84.8	67.9	33.3
COURTESY BOOTH	81.9	83.3	86.4	85.2	40.0	42.9	92.0	89.4	60.7	-
FLORAL/PLANT SHOP	54.1	32.1	93.9	96.3	40.0	61.9	31.4	86.4	92.9	-
WINE	70.7	67.3	80.3	77.8	60.0	38.1	75.2	74.2	78.6	-
LIQUOR	10.4	2.6	3.0	70.4	40.0	-	.7	9.1	71.4	-
SERVICE MEAT	64.5	76.3	63.6	11.1	60.0	23.8	84.7	66.7	7.1	-
FRESH SEAFOOD	34.7	14.1	57.6	85.2	40.0	81.0	5.8	65.2	75.0	-
SCRATCH (MIX) BAKERY	13.9	14.7	9.1	22.2	20.0	-	10.2	18.2	28.6	33.3
BAKE-OFF (FROZEN DOUGH) BAKERY	60.2	69.2	69.7	7.4	-	14.3	79.6	62.1	7.1	-
COMBINATION SCRATCH/ BAKE-OFF BAKERY	16.6	3.8	19.7	66.7	20.0	57.1	5.1	12.1	57.1	-
COLDSPOT (NO BAKERY ON PREMISES)	2.7	2.6	1.5	3.7	20.0	9.5	1.5	3.0	3.6	-
PHARMACY	9.7	-	10.6	66.7	-	4.8	5.1	4.5	50.0	-

RENTAL/OWNERSHIP

Reflecting the decrease in store size, average rent dropped from $104,450 in 1978 to $91,739 in 1979. The South and Canada paid the least rent, $75,000 and $73,876, while the West, with the larger stores, had the highest rent, $150,000.

Over 80 percent of all lease terms extended for 20 to 24 years. Usually, store rent was calculated on a fixed minimum amount with a maximum based on a percentage of sale.

Average rent per square foot was lower in 1979 than in 1978 for all categories except combination stores and Western stores. The West and Canada paid the highest rent per square foot of the five regions.

Although Canada paid one of the lowest total rents per store, this region paid the highest rent per square foot.

TABLE 27

Services Provided by the Landlord

	1975	1976	1977	1978	1979
	(234)	(198)	(332)	(194)	(235)
Installation of Heating/ Air Conditioning	74%	87%	83%	91%	96%
Maintenance of Heating/ Air Conditioning	23	12	5	12	63
Installation of Customer Parking	74	89	85	97	99
Maintenance of Customer Parking	46	40	66	52	83
Sprinkler Systems	53	80	77	90	91
Insurance	45	40	19	75	26
Taxes	32	36	22	75	10
Absorbing Tax Increases	12	22	7	28	61

TABLE 28A

Ownership Lease Arrangement

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	269	2	9	59	78	69	52	7	109	94	54
NO RENT PAID	8.9	50.0	11.1	5.1	-	13.0	19.3	-	5.5	7.4	20.4
RENT PAID TO A SUBSIDIARY	6.3	-	11.1	5.1	6.4	2.9	11.5	14.3	.9	5.4	16.7
RENT PAID TO A LANDLORD	84.8	50.0	77.8	89.8	93.6	84.1	69.2	85.7	93.6	86.2	62.9
STORES PAYING RENT	238	-	8	55	74	60	40	6	104	84	39
LEASED FROM AN INDEPENDENT LANDLORD	88.2	-	62.5	83.6	93.2	100.0	72.5	100.0	87.5	98.8	64.1
BUILD-SELL-LEASE BACK ARRANGEMENT	11.8	-	37.5	16.4	6.8	-	27.5	-	12.5	1.2	35.9

TABLE 28B

Ownership Lease Arrangement

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVEN TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	269	164	66	27	6	21	146	67	28	6
NO RENT PAID	8.9	6.7	13.6	3.7	50.0	9.5	4.1	16.4	17.8	-
RENT PAID TO A SUBSIDIARY	6.3	3.7	12.1	3.7	33.3	9.5	2.7	9.0	3.6	50.0
RENT PAID TO A LANDLORD	84.8	89.6	74.3	92.6	16.7	81.0	93.2	74.6	78.6	50.0
STORES PAYING RENT	238	151	53	25	3	18	139	52	23	6
LEASED FROM AN INDEPENDENT LANDLORD	88.2	92.1	86.8	72.0	33.3	100.0	92.8	86.5	65.2	50.0
BUILD-SELL-LEASE BACK ARRANGEMENT	11.8	7.9	13.2	28.0	66.7	-	7.2	13.5	34.8	50.0

TABLE 29A

Original Term of the Lease

	ALL STORES	STORE SIZE						LOCATION OF STORES			
		UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	238	-	8	56	77	60	36	7	103	81	42
UNDER 10 YEARS	.4	-	-	-	-	-	-	-	-	1.2	-
10 - 14 YEARS	2.9	-	-	8.9	-	-	2.8	-	-	7.4	2.4
15 - 19 YEARS	1.7	-	12.5	3.6	-	1.7	-	-	-	3.7	2.4
20 - 24 YEARS	81.1	-	12.5	80.4	96.1	81.7	58.3	71.4	80.6	80.3	83.3
25 - 29 YEARS	6.3	-	50.0	7.1	3.9	1.6	13.9	28.6	2.9	6.2	11.9
30 YEARS OR MORE	7.6	-	25.0	-	-	15.0	25.0	-	16.5	1.2	-

TABLE 29B
Original Term of the Lease

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	238	152	56	20	4	18	139	54	20	6
UNDER 10 YEARS	.4	-	-	-	-	-	.7	-	-	-
10 - 14 YEARS	2.9	4.0	1.8	-	-	-	4.3	1.9	-	-
15 - 19 YEARS	1.7	2.6	-	-	-	5.6	.7	-	-	33.3
20 - 24 YEARS	81.1	86.8	94.6	5.0	50.0	72.2	92.8	92.6	5.0	-
25 - 29 YEARS	6.3	6.6	1.8	15.0	25.0	22.2	1.5	5.5	5.0	66.7
30 YEARS OR MORE	7.6	-	1.8	80.0	25.0	-	-	-	90.0	-

TABLE 30A

Average Rent*

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	229	5	103	80	41	148	51	26	3
NORTHEAST	13	3	3	7	-	11	-	-	-
SOUTH	133	-	45	58	29	119	9	3	-
NORTH CENTRAL	54	-	37	7	9	11	40	-	-
WEST	23	-	17	6	-	-	-	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	229	6	103	79	41				
CONVENTIONAL	149	5	43	66	35				
SUPER STORE	51	-	41	5	4				
COMBINATION	26	-	17	8	-				
WAREHOUSE	3	-	-	-	-				

*regardless of method of payment.

TABLE 30B
Average Rent*
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	91739	113000	116400	85625	75500	75000	116400	150000	66000
GEOGRAPHIC LOCATION									
NORTHEAST	115000	110000	154000	115000	-	115000	-	-	-
SOUTH	75000	-	75000	85625	7000	75000	77258	162000	-
NORTH CENTRAL	116400	-	116400	160428	93387	93387	116400	-	-
WEST	150000	-	150000	108000	-	-	-	150000	-
CANADA	73875	-	-	-	99290	73875	-	-	-
TYPE OF STORE									
CONVENTIONAL	75000	112000	74500	84613	75000				
SUPER STORE	116400	-	116400	126000	126000				
COMBINATION	150000	-	150000	123120	-				
WAREHOUSE	66000	-	-	-	-				

*regardless of method of payment.

TABLE 31A

Means of Determining Rent

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	248	—	8	58	78	60	43	7	106	86	44
PERCENTAGE OF SALES	1.2	-	12.5	1.7	-	-	2.3	-	-	1.2	4.5
FIXED MINIMUM AMOUNT WITH A MAXIMUM BASED ON A PERCENTAGE OF SALES	85.9	-	62.5	82.8	94.9	88.3	76.7	85.7	97.2	82.5	75.0
FIXED MONTHLY AMOUNT PER SQUARE FOOT	11.3	-	12.5	15.5	3.8	11.7	16.3	14.3	2.8	12.8	18.2
OTHER WAY	1.6	-	12.5	-	1.3	-	4.7	-	-	3.5	2.3

TABLE 31B
Means of Determining Rent

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	248	155	57	26	4	18	143	57	23	6
PERCENTAGE OF SALES	1.2	1.3	1.8	-	-	-	-	1.8	-	33.3
FIXED MINIMUM AMOUNT WITH A MAXIMUM BASED ON A PERCENTAGE OF SALES	85.9	91.0	82.5	84.6	75.0	55.6	89.5	82.4	100.0	66.7
FIXED MONTHLY AMOUNT PER SQUARE FOOT	11.3	7.1	14.0	7.7	25.0	44.4	10.5	8.8	-	-
OTHER WAY	1.6	.6	1.7	7.7	-	-	-	7.0	-	-

TABLE 32A

Amount of Rent Paid

(Fixed Minimum Amount per Year with a Maximum Amount Based on a Percentage of Sales)

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
MINIMUM ANNUAL RENT	121	-	7	11	26	43	34	6	63	34	18
UNDER $50,000	2.5	-	28.6	9.1	-	-	-	-	-	-	16.7
$50,000 - $74,999	10.8	-	42.8	27.3	15.4	2.3	5.9	-	6.4	14.7	22.2
$75,000 - $99,999	19.8	-	28.6	45.4	23.1	-	32.4	16.7	9.5	32.3	33.3
$100,000 - $124,999	40.5	-	-	18.2	46.1	69.8	14.7	50.0	57.1	26.5	5.6
$125,000 AND OVER	26.4	-	-	-	15.4	27.9	47.0	33.3	27.0	26.5	22.2
PERCENT OF SALES	115	-	4	8	26	43	34	6	63	34	12
UNDER 1.00	2.6	-	-	-	-	4.7	3.0	-	3.2	3.0	-
1.00 - 1.249	60.9	-	25.0	12.5	88.5	67.4	47.1	66.7	60.3	58.8	66.7
1.25 - 1.499	12.2	-	25.0	62.5	-	4.7	17.6	33.3	9.5	14.7	8.3
1.50 - 1.749	20.8	-	25.0	25.0	3.8	23.2	29.4	-	27.0	17.6	8.3
1.75 AND OVER	3.5	-	25.0	-	7.7	-	2.9	-	-	5.9	16.7

TABLE 32B

Amount of Rent Paid

(Fixed Minimum Amount per Year with a Maximum Amount Based on a Percentage of Sales)

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
MINIMUM ANNUAL RENT	121	48	48	22	3	11	34	48	23	4
UNDER $50,000	2.5	6.3	-	-	-	-	8.8	-	-	-
$50,000 - $74,999	10.8	20.8	2.1	-	66.7	9.1	23.5	2.1	4.4	50.0
$75,000 - $99,999	19.8	39.6	8.3	-	33.3	18.2	41.2	14.6	-	25.0
$100,000 - $124,999	40.5	20.8	72.9	18.2	-	63.6	-	72.9	21.7	25.0
$125,000 AND OVER	26.4	12.5	16.7	81.8	-	9.1	26.5	10.4	73.9	-
PERCENT OF SALES	115	42	48	22	3	11	30	46	23	4
UNDER 1.00	2.6	4.8	2.1	-	-	9.1	-	4.3	-	-
1.00 - 1.249	60.9	59.5	85.4	9.1	66.7	72.7	60.0	91.3	4.4	-
1.25 - 1.499	12.2	9.5	10.4	18.2	33.3	18.2	16.7	2.2	21.7	25.0
1.50 - 1.749	20.8	19.1	-	72.7	-	-	13.3	-	73.9	75.0
1.75 AND OVER	3.5	7.1	2.1	-	-	-	10.0	2.2	-	-

TABLE 33A
Minimum Annual Rent
(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	120	5	63	34	18	47	48	22	3
NORTHEAST	11	3	-	6	-	10	-	-	-
SOUTH	34	-	6	17	10	22	9	-	-
NORTH CENTRAL	48	-	37	3	7	10	37	-	-
WEST	23	-	17	6	-	-	-	20	-
CANADA	4	-	-	-	-	4	-	-	-
TYPE OF STORE	121	6	63	34	18				
CONVENTIONAL	48	5	4	26	13				
SUPER STORE	48	-	41	3	3				
COMBINATION	22	-	16	5	-				
WAREHOUSE	3	-	-	-	-				

TABLE 33B
Minimum Annual Rent
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	116400	113000	116400	108000	90194	91750	116400	150000	66000
GEOGRAPHIC LOCATION									
NORTHEAST	112000	110000	-	115000	-	111000	-	-	-
SOUTH	91750	-	75000	91750	72000	91750	75000	-	-
NORTH CENTRAL	116400	-	116400	160428	93387	93387	116400	-	-
WEST	150000	-	150000	108000	-	-	-	150000	-
CANADA	72476	-	-	-	-	72476	-	-	-
TYPE OF STORE									
CONVENTIONAL	91750	112000	79676	91750	87000				
SUPER STORE	116400	-	116400	129200	126000				
COMBINATION	150000	-	150000	108000	-				
WAREHOUSE	66000	-	-	-	-				

TABLE 34A

Average Rent per Square Foot

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	229	5	103	80	41	148	51	26	-
NORTHEAST	13	3	3	7	-	11	-	-	-
SOUTH	133	-	45	58	29	119	9	3	-
NORTH CENTRAL	54	-	37	7	9	11	40	-	-
WEST	23	-	17	6	-	-	-	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	229	6	103	79	41				
CONVENTIONAL	149	5	43	66	35				
SUPER STORE	51	-	41	5	4				
COMBINATION	26	-	17	8	-				
WAREHOUSE	-	-	-	-	-				

TABLE 34B
Average Rent per Square Foot
(Medians)

	ALL STORES	LOCATION OF STORES: REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	STORE TYPE: CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	3.13	3.97	3.75	3.13	3.16	3.15	3.76	5.00	-
GEOGRAPHIC LOCATION									
NORTHEAST	3.81	3.70	4.34	3.81	-	3.81	-	-	-
SOUTH	3.13	-	3.10	3.13	3.10	3.13	3.46	3.75	-
NORTH CENTRAL	3.76	-	3.76	4.39	3.73	3.73	3.76	-	-
WEST	5.02	-	5.00	2.69	-	-	-	5.00	-
CANADA	4.79	-	-	-	5.48	4.79	-	-	-
TYPE OF STORE									
CONVENTIONAL	3.15	3.70	3.10	3.13	3.16				
SUPER STORE	3.76	-	3.76	4.17	5.01				
COMBINATION	-	-	-	-	-				
WAREHOUSE	-	-	-	-	-				

TABLE 35A

Services Provided by the Landlord

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500- 17,499	17,500- 22,499	22,500- 27,499	27,500- 32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	235	–	6	55	72	59	42	7	106	84	33
INSTALLATION OF HEATING AIR-CONDITIONING SYSTEM	95.7	–	100.0	98.2	97.2	96.6	88.1	85.7	98.1	95.2	92.9
MAINTENANCE OF HEATING AIR-CONDITIONING SYSTEM	62.6	–	16.7	81.8	91.7	55.9	4.8	14.3	71.7	57.1	66.7
TAXES	9.8	–	33.3	16.4	2.8	8.5	11.9	–	4.7	14.3	3.0
INCREASES IN TAXES	61.3	–	33.3	80.0	88.9	55.9	2.4	14.3	74.5	48.8	69.7
INSURANCE	26.0	–	16.7	16.4	25.0	49.2	9.5	14.3	37.7	15.5	6.1
INSTALLATION OF CUSTOMER PARKING	99.1	–	100.0	100.0	100.0	100.0	95.2	100.0	99.1	100.0	97.0
MAINTENANCE OF CUSTOMER PARKING	83.4	–	33.3	83.6	94.4	86.4	66.7	42.9	96.2	75.0	69.7
SPRINKLER SYSTEM	93.6	–	50.0	90.9	97.2	91.5	85.7	85.7	99.1	82.1	84.8
OTHER	.9	–	–	–	1.4	1.7	–	14.3	–	1.2	–

TABLE 35B

Services Provided by the Landlord

	ALL STORES	STORE TYPE				GEOGRAPHIC LOCATION				
		CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	235	144	55	26	4	18	139	49	22	6
INSTALLATION OF HEATING AIR-CONDITIONING SYSTEM	95.7	96.5	94.5	100.0	50.0	88.9	95.4	98.0	90.9	100.0
MAINTENANCE OF HEATING AIR-CONDITIONING SYSTEM	62.6	73.6	72.7	-	25.0	-	79.1	75.5	-	-
TAXES	9.8	6.3	9.1	11.5	25.0	27.8	9.4	10.2	-	-
INCREASES IN TAXES	61.3	69.4	78.2	3.8	-	-	78.4	71.4	-	-
INSURANCE	26.0	6.3	80.0	7.7	25.0	38.9	10.8	79.6	-	-
INSTALLATION OF CUSTOMER PARKING	99.1	99.3	100.0	96.2	100.0	94.4	99.3	100.0	100.0	100.0
MAINTENANCE OF CUSTOMER PARKING	83.4	84.7	87.3	73.1	25.0	44.4	92.1	83.7	77.3	33.3
SPRINKLER SYSTEM	90.6	89.6	92.7	96.2	75.0	66.7	90.6	95.9	100.0	83.3
OTHER	.9	.7	1.8	-	-	11.1	-	-	-	-

INVESTMENT AND EQUIPMENT COSTS

Although building costs declined slightly from $795,146 in 1978 to $783,000 in 1979, the cost per square foot rose from $25.67 to $26.53.

Canada reported the costliest building per square foot, $49.82, while warehouse stores were the least expensive, $17.30.

Store equipment, fixtures and decorations averaged $500,000 with costs ranging from $420,000 in the North Central to $700,000 in the Northeast.

The average total capital investment required to open a new store in 1979 was $1,450,000. At a cost of $2,204,000, combination stores were the most expensive stores to build.

The figures for this section include not only the direct investment of the store operator, but the investment of landlords and building owners as well.

TABLE 36A

Average Cost of the Land Used for the Store and Parking Facilities

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	146	-	69	38	35	51	63	25	6
NORTHEAST	8	-	3	3	-	6	-	-	-
SOUTH	44	-	8	21	14	23	15	4	-
NORTH CENTRAL	63	-	39	5	17	16	44	-	3
WEST	27	-	18	9	-	-	3	20	-
CANADA	4	-	-	-	3	4	-	-	-
TYPE OF STORE	146	5	69	37	35				
CONVENTIONAL	52	3	5	22	22				
SUPER STORE	63	-	43	9	9				
COMBINATION	25	-	17	6	-				
WAREHOUSE	6	-	4	-	-				

TABLE 36B

Average Cost of the Land Used for the Store and Parking Facilities

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	202000	188000	202000	200000	175000	175000	202000	350000	207500
GEOGRAPHIC LOCATION									
NORTHEAST	220000	-	396000	100000	-	145000	-	-	-
SOUTH	186751	-	110000	300000	125000	150000	188000	500000	-
NORTH CENTRAL	202000	-	202000	120000	175000	175000	202000	-	175000
WEST	350000	-	350000	200000	-	-	146644	350000	-
CANADA	162060	-	-	-	244400	162060	-	-	-
TYPE OF STORE									
CONVENTIONAL	175000	230000	50000	300000	125000				
SUPER STORE	202000	-	202000	188000	204000				
COMBINATION	350000	-	350000	200000	-				
WAREHOUSE	207500	-	237500	-	-				

TABLE 37A

Average Building Cost

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	162	6	71	45	35	59	64	27	6
NORTHEAST	15	3	4	-	-	8	-	-	-
SOUTH	48	-	9	24	14	26	16	4	-
NORTH CENTRAL	66	-	39	8	17	17	44	-	3
WEST	27	-	18	9	-	-	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	157	7	71	44	35				
CONVENTIONAL	60	5	6	27	22				
SUPER STORE	64	-	44	9	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 37B

Average Building Cost

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	783000	800000	783000	800000	700000	700500	783000	1100000	592000
GEOGRAPHIC LOCATION									
NORTHEAST	877000	803106	871000	-	-	752053	-	-	-
SOUTH	732000	-	500000	800000	540000	670000	732000	1450000	-
NORTH CENTRAL	783000	-	783000	1015000	700000	700000	783000	-	723000
WEST	950000	-	950000	900000	-	-	859023	950000	-
CANADA	697048	-	-	-	899570	697048	-	-	-
TYPE OF STORE									
CONVENTIONAL	700500	803106	757500	800000	540000				
SUPER STORE	783000	-	783000	859023	840000				
COMBINATION	1100000	-	950000	1150000	-				
WAREHOUSE	692000	-	701500	-	-				

TABLE 38A

Average Building Cost per Square Foot

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	162	6	71	45	35	59	54	27	6
NORTHEAST	15	3	4	-	-	8	-	-	-
SOUTH	48	-	9	24	14	26	16	4	-
NORTH CENTRAL	66	-	39	8	17	17	44	-	3
WEST	27	-	18	9	-	-	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	157	7	71	44	35				
CONVENTIONAL	60	5	6	27	22				
SUPER STORE	64	-	44	9	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

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TABLE 38B

Average Building Cost per Square Foot

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	26.53	27.66	26.32	24.86	26.50	26.02	25.28	30.00	17.30
GEOGRAPHIC LOCATION									
NORTHEAST	30.27	27.66	28.63	-	-	28.06	-	-	-
SOUTH	23.04	-	23.04	22.55	26.55	21.80	24.57	30.30	-
NORTH CENTRAL	26.01	-	25.28	29.45	26.02	26.02	25.28	-	19.03
WEST	30.00	-	30.84	27.89	-	-	27.89	30.00	-
CANADA	49.82	-	-	-	50.93	49.82	-	-	-
TYPE OF STORE									
CONVENTIONAL	26.02	27.66	28.63	24.00	26.02				
SUPER STORE	25.28	-	25.28	28.00	28.32				
COMBINATION	30.00	-	31.67	25.42	-				
WAREHOUSE	17.30	-	18.02	-	-				

TABLE 39A

Average Cost of Store Equipment, Fixtures and Decorations

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	170	6	71	53	35	66	65	27	6
NORTHEAST	21	3	4	8	-	13	-	-	-
SOUTH	50	-	9	26	14	28	16	4	-
NORTH CENTRAL	66	-	39	8	17	17	44	-	3
WEST	27	-	18	9	-	-	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	165	7	71	52	35				
CONVENTIONAL	67	5	6	34	22				
SUPER STORE	65	-	44	10	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 39B

Average Cost of Store Equipment, Fixtures and Decorations

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
ALL STORES	500000	745000	420000	662000	450000	600000	420000	700000	474500
GEOGRAPHIC LOCATION									
NORTHEAST	700000	750000	766000	703000	-	703000	-	-	-
SOUTH	500000	-	450000	750000	308000	579421	456000	1025000	-
NORTH CENTRAL	420000	-	420000	600536	600000	600000	420000	-	738843
WEST	675000	-	675000	558700	-	-	540000	675000	-
CANADA	378500	-	-	-	582000	378500	-	-	-
TYPE OF STORE									
CONVENTIONAL	600000	750000	527500	703000	375000				
SUPER STORE	420000	-	420000	545000	500000				
COMBINATION	700000	-	675000	779350	-				
WAREHOUSE	474500	-	474500	-	-				

TABLE 40A

Average Total Capital Investment

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	160	6	71	48	35	62	64	27	6
NORTHEAST	11	3	4	3	-	9	-	-	-
SOUTH	50	-	9	26	14	28	15	4	-
NORTH CENTRAL	66	-	39	8	17	17	44	-	3
WEST	27	-	18	9	-	-	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	160	7	71	47	35				
CONVENTIONAL	63	5	6	30	22				
SUPER STORE	64	-	44	9	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 40B

Average Total Capital Investment

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	1450000	1553106	1405000	1725000	1350000	1475000	1405000	2204000	1504500
GEOGRAPHIC LOCATION									
NORTHEAST	1553106	1553106	2113000	1500000	-	1500000	-	-	-
SOUTH	1325000	-	1060000	1819227	925000	1142000	1325000	2976500	-
NORTH CENTRAL	1405000	-	1405000	1725000	1475000	1475000	1405000	-	1682843
WEST	1975000	-	1975000	1658700	-	-	1545667	1975000	-
CANADA	1140408	-	-	-	1748510	1140408	-	-	-
TYPE OF STORE									
CONVENTIONAL	1475000	1587000	1321000	1800000	1009681				
SUPER STORE	1405000	-	1405000	1700000	1560000				
COMBINATION	2204000	-	1975000	2129350	-				
WAREHOUSE	1504500	-	1504500	-	-				

ENERGY

As energy costs became a greater concern to retailers, more energy efficiencies were being incorporated into new supermarkets in 1979. Ninety-six percent of all new stores installed a heat reclaim system, and of these three out of four systems were installed to heat both the store and water. Over half of all stores opened in 1979 had double-doors at the front entrance and enclosed the loading dock area.

The average lighting level for the sales area for new stores was 99 foot candles. Flourescent lighting supplied three quarters of all lighting. High intensity discharge bulbs were installed in 25 percent of all new stores.

Over a third of all new stores had more roof insulation installed than was customarily used in a company's older stores. For 1979 the average R-value for the roof was 13.7 and for exterior side-walls it was 9.3.

TABLE 41A

Lighting Levels/Energy

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
AVERAGE SALES AREA LIGHTING	155	57	59	27	6	18	45	60	26	6
FOOT CANDLES	99.0	103.7	93.8	99.3	85.8	102.5	107.7	90.6	98.8	107.5
COMPARED TO TYPICAL COMPANY STORE, LIGHT LEVEL IS:	172	67	66	27	6	21	49	67	28	6
GREATER	11.0	11.9	6.1	3.7	16.7	23.8	18.4	6.0	3.6	-
THE SAME	72.7	65.7	81.8	88.9	33.3	47.6	67.3	80.6	75.0	100.0
LESS	16.3	22.4	12.1	7.4	50.0	28.6	14.3	13.4	21.4	-

TABLE 41B

Lighting Levels/Energy

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
AVERAGE SALES AREA LIGHTING	155	-	7	19	27	56	45	5	69	47	29
FOOT CANDLES	99.0	-	108.6	102.4	94.6	95.2	103.9	89.0	95.3	99.7	103.8
COMPARED TO TYPICAL COMPANY STORE, LIGHT LEVEL IS:	172	2	8	21	30	59	52	7	71	55	34
GREATER	11.0	50.0	25.0	28.6	3.3	8.5	7.7	-	7.1	5.5	17.7
THE SAME	72.7	50.0	62.5	42.8	90.0	74.6	75.0	57.1	85.9	69.1	64.7
LESS	16.3	-	12.5	28.6	5.7	16.9	17.3	42.9	7.0	25.4	17.6

TABLE 42A
Light Fixtures/Energy

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	171	67	65	27	6	21	52	66	27	6
PROPORTION OF STORE LIGHTING PROVIDED BY										
FLOURESCENT	72.4	65.8	72.5	80.1	99.5	62.5	59.3	85.0	84.0	33.3
HID	25.9	33.5	24.2	18.7	-	36.6	40.2	11.7	14.8	66.7
OTHER	2.3	.7	3.3	1.2	17.2	.9	2.5	3.3	1.2	-
MOST COMMON LIGHTING FIXTURES	172	68	66	26	6	21	50	66	28	6
SURFACE MOUNT	61.0	42.6	69.7	73.1	83.3	57.1	48.0	69.7	75.0	33.3
GONDOLA MOUNT	-	-	-	-	-	-	-	-	-	-
RECESSED	39.0	57.4	30.3	26.9	16.7	42.9	52.0	30.3	25.0	66.7

TABLE 42B
Light Fixtures/Energy

	ALL STORES	STORE SIZE: UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	LOCATION OF STORES: REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	171	2	9	21	30	58	51	7	71	53	35
PROPORTION OF STORE LIGHTING PROVIDED BY											
FLOURESCENT	72.4	100.0	76.0	60.2	91.8	82.2	53.1	45.7	80.7	64.9	71.2
HID	25.9	-	23.3	39.4	5.4	15.1	43.1	52.9	16.0	34.7	28.0
OTHER	2.3	-	.7	.4	2.8	2.7	2.8	1.4	3.3	.4	3.7
MOST COMMON LIGHTING FIXTURES	172	2	9	21	30	59	51	7	71	54	35
SURFACE MOUNT	61.0	100.0	44.4	52.4	73.3	76.3	41.2	14.3	81.7	48.1	42.9
GONDOLA MOUNT	-	-	-	-	-	-	-	-	-	-	-
RECESSED	39.0	-	55.6	47.6	26.7	23.7	58.8	85.7	18.3	51.9	57.1

TABLE 43A
Insulation/Energy

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	139	42	61	25	5	18	29	61	26	4
AVERAGE R VALUE FOR EXTERIOR SIDEWALLS	9.3	9.4	8.1	10.4	10.0	9.3	9.0	7.7	10.2	12.0
ALL STORES	145	54	60	25	5	13	40	60	27	4
AVERAGE R VALUE FOR ROOF	13.7	13.8	14.6	11.8	12.4	8.0	14.9	13.7	14.0	20.0
ALL STORES	156	63	64	18	5	19	46	66	19	6
COMPARED TO TYPICAL COMPANY STORE, ROOF INSULATION IS										
GREATER	37.8	44.4	34.4	11.1	40.0	63.2	43.5	36.4	15.8	-
THE SAME	61.5	55.6	65.6	88.9	60.0	36.8	54.3	63.6	84.2	100.0
LESS	.7	-	-	-	-	-	2.2	-	-	-

TABLE 43B
Insulation/Energy

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	139	-	7	15	25	55	35	6	67	36	25
AVERAGE R VALUE FOR EXTERIOR SIDEWALLS	9.3	-	10.4	16.6	7.1	8.5	9.1	19.8	8.5	7.3	9.9
ALL STORES	145	-	7	16	26	51	44	6	67	47	25
AVERAGE R VALUE FOR ROOF	13.7	-	15.0	14.6	13.1	12.7	14.6	10.7	13.1	13.9	15.5
ALL STORES	156	2	9	20	25	57	43	5	62	49	35
COMPARED TO TYPICAL COMPANY STORE, ROOF INSULATION IS											
GREATER	37.8	50.0	44.4	45.0	28.0	35.1	41.9	40.0	19.4	36.7	62.9
THE SAME	61.5	-	55.6	55.0	72.0	64.9	58.1	60.0	80.6	61.2	37.1
LESS	.7	50.0	-	-	-	-	-	-	-	2.1	-

TABLE 44A
Other Measures/Energy

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
USE OF HEAT RECLAIM	271	2	9	61	78	69	52	7	111	94	54
USED TO HEAT STORE ONLY	23.2	50.0	44.5	4.9	15.4	27.5	45.1	42.9	22.5	20.2	29.6
USED TO HEAT BOTH STORE AND WATER FOR THE STORE	72.7	-	44.4	93.5	84.6	71.0	40.4	57.1	74.8	74.5	64.8
NOT USED AT ALL	4.1	50.0	11.1	1.6	-	1.5	13.5	-	2.7	5.3	5.6
UTILIZE ELECTRONIC ENERGY MANAGEMENT SYSTEM	170	2	9	20	30	58	51	7	70	54	34
YES, CONTROLLED CENTRALLY AT HEADQUARTERS	1.2	-	-	-	-	3.5	-	-	-	3.7	-
YES, CONTROLLED BY THE INDIVIDUAL STORE	25.9	50.0	22.2	40.0	10.0	22.4	33.3	28.6	2.9	51.9	20.6
NO ELECTRONIC SYSTEM USED	72.9	50.0	77.8	60.0	90.0	74.1	66.7	71.4	97.1	44.4	79.4
ENERGY SAVING FEATURES	162	-	7	23	27	56	48	7	69	46	35
DOUBLE DOORS AT FRONT ENTRANCE	79.6	-	71.4	91.3	96.3	82.1	62.5	57.1	91.3	63.0	80.0
ENCLOSED LOADING DOCKS	58.0	-	28.6	47.8	74.1	69.6	45.8	100.0	73.9	41.3	34.3
REDUCED CEILING HEIGHTS	41.4	100.0	28.6	69.6	3.7	46.4	43.8	71.4	36.2	45.7	31.4

TABLE 44B
Other Measures/Energy

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVEN TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
USE OF HEAT RECLAIM	271	166	66	27	6	21	148	67	28	6
USED TO HEAT STORE ONLY	23.2	13.3	16.7	96.3	66.7	23.8	6.1	38.8	82.1	-
USED TO HEAT BOTH STORE AND WATER FOR THE STORE	72.7	85.5	72.7	3.7	16.7	76.2	87.9	61.2	17.9	66.7
NOT USED AT ALL	4.1	1.2	10.6	-	16.6	-	6.1	-	-	33.3
UTILIZE ELECTRONIC ENERGY MANAGEMENT SYSTEM	170	67	65	27	5	21	52	65	28	5
YES, CONTROLLED CENTRALLY AT HEADQUARTERS	1.2	1.5	1.6	-	-	4.8	2.0	-	-	-
YES, CONTROLLED BY THE INDIVIDUAL STORE	25.9	44.8	9.2	3.7	20.0	57.1	38.0	10.8	17.9	-
NO ELECTRONIC SYSTEM USED	72.9	53.7	89.2	96.3	80.0	38.1	60.0	89.2	82.1	100.0
ENERGY SAVING FEATURES	162	63	63	25	6	21	45	65	25	5
DOUBLE DOORS AT FRONT ENTRANCE	79.6	69.8	88.9	76.0	83.3	57.1	68.9	98.5	72.0	80.0
ENCLOSED LOADING DOCKS	58.0	36.5	95.2	12.0	50.0	76.2	51.1	78.5	8.0	20.0
REDUCED CEILING HEIGHTS	41.4	46.0	14.3	92.0	16.7	81.0	31.1	13.8	92.0	60.0

DISPLAY EQUIPMENT IN THE FROZEN FOOD DEPARTMENT

The data tables for this section on display equipment in the frozen food department show the proportion of stores with frozen food equipment, the average installation footage for each type of case, i.e. multi-deck, glass door, etc., and the proportion of the total linear floor footage.

The average linear floor feet for all frozen food display equipment per 1000 square feet of selling area was 10.47. Supermarkets between 17,500 and 22,499 square feet had the most linear floor feet per 1000 square feet of selling area, 12.92.

Indicative of the energy situation, open cases were the only type of cases reporting a loss in the proportion of total linear floor footage. Both multi-deck and glass door cases showed increases.

The average total linear feet of the frozen food department remained stable from the preceeding year at 198 linear feet.

TABLE 45

Frozen Food Cases

Type of Cases	Proportion Using		Proportion of Total Linear Floor Footage		Average Installation Footage	
	1978	1979	1978	1979	1978	1979
Glass Door	84%	85%	29%	38%	52 ft	108 ft
Open (Coffin)	78%	71%	58%	45%	160 ft	144 ft
Multi-Deck	49%	44%	13%	15%	44 ft	60 ft
Other	1%	7%	—	2%	48 ft	35 ft

TABLE 46

Average Linear Floor Feet of Frozen Food Department, Including Ice Cream, per 1000 Square Feet of Selling Area

			STORE SIZE					
		ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
ALL STORES		170	1	9	20	30	59	51
MULTI-DECK	(% STORES REPORTING)	44.4	-	55.6	35.0	40.0	40.7	54.0
	(AVERAGE)	3.1	-	1.6	8.4	1.5	3.2	2.5
GLASS DOOR	(% STORES REPORTING)	85.2	-	88.9	70.0	93.3	88.1	82.0
	(AVERAGE)	4.2	-	5.3	3.8	4.5	4.6	3.4
OPEN CASES	(% STORES REPORTING)	71.0	-	44.4	70.0	86.7	64.4	76.0
	(AVERAGE)	5.7	-	8.0	7.9	7.6	6.2	3.1
OTHER	(% STORES REPORTING)	7.1	-	-	10.0	3.3	11.9	4.0
	(AVERAGE)	2.3	-	-	1.0	4.0	2.0	3.5
TOTAL	(% STORES REPORTING)	100.0	-	100.0	100.0	100.0	100.0	100.0
	(AVERAGE)	9.3	-	10.0	11.3	11.2	9.5	6.9

TABLE 47A

Average Linear Floor Footage of the Frozen Food Department (Multi-Deck Cases)

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	78	4	27	20	22	32	18	21	2
NORTHEAST	14	-	3	4	-	6	-	-	-
SOUTH	21	-	4	8	8	6	12	3	-
NORTH CENTRAL	20	-	3	5	11	14	3	-	-
WEST	19	-	16	3	-	-	-	16	-
CANADA	4	-	-	-	3	4	-	-	-
TYPE OF STORE	74	5	27	20	22				
CONVENTIONAL	33	4	4	10	15				
SUPER STORE	18	-	4	7	6				
COMBINATION	21	-	17	3	-				
WAREHOUSE	2	-	-	-	-				

TABLE 47B

Average Linear Floor Footage of the Frozen Food Department (Multi-Deck Cases)

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	60	60	60	56	48	56	56	60	84
GEOGRAPHIC LOCATION									
NORTHEAST	72	-	96	124	-	72	-	-	-
SOUTH	56	-	20	56	110	138	24	80	-
NORTH CENTRAL	30	-	88	24	12	14	75	-	-
WEST	60	-	60	56	-	-	-	60	-
CANADA	40	-	-	-	52	40	-	-	-
TYPE OF STORE									
CONVENTIONAL	56	66	84	56	20				
SUPER STORE	56	-	20	96	56				
COMBINATION	60	-	60	80	-				
WAREHOUSE	84	-	-	-	-				

TABLE 48A

Average Linear Floor Footage of the Frozen Food Department (Glass Door Cases)

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	145	5	65	42	28	48	61	27	4
NORTHEAST	15	-	-	5	-	9	-	-	-
SOUTH	39	-	8	22	8	19	15	4	-
NORTH CENTRAL	62	-	37	7	16	14	44	-	-
WEST	24	-	17	7	-	-	-	20	-
CANADA	5	-	-	-	3	5	-	-	-
TYPE OF STORE	140	5	65	42	28				
CONVENTIONAL	48	3	-	27	16				
SUPER STORE	61	-	44	7	8				
COMBINATION	27	-	17	8	-				
WAREHOUSE	4	-	-	-	-				

TABLE 48B

Average Linear Floor Footage of the Frozen Food Department (Glass Door Cases)

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	108	24	108	130	62	66	108	60	52
GEOGRAPHIC LOCATION									
NORTHEAST	72	-	-	145	-	68	-	-	-
SOUTH	80	-	120	98	43	155	115	79	-
NORTH CENTRAL	108	-	108	130	80	80	108	-	-
WEST	60	-	60	130	-	-	-	60	-
CANADA	24	-	-	-	11	24	-	-	-
TYPE OF STORE									
CONVENTIONAL	66	20	-	145	63				
SUPER STORE	108	-	108	115	68				
COMBINATION	60	-	60	130	-				
WAREHOUSE	52	-	-	-	-				

TABLE 49A

Average Linear Floor Footage of the Frozen Food Department (Open Cases)

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	120	6	50	42	22	49	59	6	6
NORTHEAST	12	3	4	4	-	9	-	-	-
SOUTH	42	-	5	25	11	26	12	3	-
NORTH CENTRAL	56	-	39	7	8	7	44	-	3
WEST	6	-	-	4	-	3	-	-	-
CANADA	4	-	-	-	-	4	-	-	-
TYPE OF STORE	121	7	50	42	22				
CONVENTIONAL	50	5	5	30	10				
SUPER STORE	59	-	40	8	9				
COMBINATION	6	-	-	4	-				
WAREHOUSE	6	-	4	-	-				

TABLE 49B

Average Linear Floor Footage of the Frozen Food Department (Open Cases)

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	144	132	144	119	102	110	144	160	164
GEOGRAPHIC LOCATION									
NORTHEAST	145	183	158	128	-	134	-	-	-
SOUTH	85	-	28	36	96	55	74	160	-
NORTH CENTRAL	144	-	144	150	138	112	144	-	192
WEST	160	-	-	147	-	160	-	-	-
CANADA	72	-	-	-	-	72	-	-	-
TYPE OF STORE									
CONVENTIONAL	110	132	156	80	85				
SUPER STORE	144	-	144	142	142				
COMBINATION	160	-	-	176	-				
WAREHOUSE	164	-	164	-	-				

TABLE 50A

Average Total Linear Floor Footage of the Frozen Food Department, Including Ice Cream

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	169	6	71	53	34	66	65	27	6
NORTHEAST	21	3	4	8	-	13	-	-	-
SOUTH	48	-	9	25	13	27	16	4	-
NORTH CENTRAL	66	-	39	8	17	17	44	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	165	7	71	53	34				
CONVENTIONAL	67	5	6	35	21				
SUPER STORE	65	-	44	10	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 50B

Average Total Linear Floor Footage of the Frozen Food Department, Including Ice Cream

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	191	251	252	191	135	180	252	120	242
GEOGRAPHIC LOCATION									
NORTHEAST	181	251	244	157	-	159	-	-	-
SOUTH	191	-	120	191	252	191	157	300	-
NORTH CENTRAL	252	-	252	301	135	135	252	-	244
WEST	120	-	120	130	-	251	128	120	-
CANADA	111	-	-	-	111	111	-	-	-
TYPE OF STORE									
CONVENTIONAL	180	251	197	191	111				
SUPER STORE	252	-	252	252	252				
COMBINATION	120	-	120	233	-				
WAREHOUSE	242	-	242	-	-				

TABLE 51

Proportion of Total Linear Floor Feet of the Frozen Food Department by Case Type

(All Stores)

	ALL STORES	STORE SIZE					
		UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
ALL STORES	170	-	9	20	30	59	51
MULTI-DECK	15.4	-	9.1	24.9	5.1	13.1	21.5
GLASS DOOR	38.3	-	51.0	20.6	36.6	41.4	40.4
OPEN CASES	44.7	-	39.9	53.6	57.4	43.4	36.1
OTHER	1.6	-	-	.9	1.0	2.0	2.0
AVG. TOTAL LINEAR FT.	198.2	-	97.2	184.2	209.6	210.8	203.0

STORES REMODELED IN 1979

Again this year, after remodeling there was an increase in the number of all store types except conventionals. Ninety percent of all remodeled stores started as conventionals but only three quarters remained so.

After remodeling, the average square foot of total area increased 1[illegible] percent to 19,214 square feet. Combination stores registered the biggest gain, 78 percent, while warehouse store size remained stable.

Average weekly sales increased 33 percent after remodeling to $135,159, and sales per square foot averaged $7.00.

The average percent of general merchandise in selling areas showed a slight gain after remodeling.

Compared to 1978, there was a sizeable increase in the average remodeling cost per square foot, $8.50 in 1978 to $14.39 in 1979. Total capital investment for 1979 averaged $572,500 with super stores topping the one million dollar mark.

TABLE 52
Location of Store

		ANNUAL SALES VOLUME (1979) IN MILLIONS OF $						GEOGRAPHIC LOCATION			
	ALL STORES	UNDER $10	10-30	30-100	100-250	250-500	OVER $500	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST
ALL STORES	157	17	16	35	16	23	50	29	61	39	25
REGIONAL SHOPPING CENTER	2.6	5.9	6.3	2.8	-	4.4	-	6.9	-	5.1	-
COMMUNITY SHOPPING CENTER	22.3	5.9	12.5	20.0	12.5	4.3	44.0	24.2	41.0	5.1	4.0
NEIGHBORHOOD SHOPPING CENTER	42.0	58.8	50.0	28.6	75.0	56.5	26.0	37.9	36.1	35.9	72.0
FREE STANDING	33.1	29.4	31.2	48.6	12.5	34.8	30.0	31.0	22.9	53.9	24.0

TABLE 53
Change in Store Type as a Result of Remodeling

		LOCATION OF STORE			GEOGRAPHIC LOCATION			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	CENTRAL	WEST
ALL STORES (BEFORE)	155	34	66	51	29	60	39	24
CONVENTIONAL	91.6	97.1	92.4	86.3	89.7	93.3	92.3	87.5
SUPER STORE	4.5	2.9	6.1	3.9	3.4	1.7	5.1	12.5
COMBINATION	2.0	-	1.5	3.9	6.9	-	2.6	-
WAREHOUSE	1.9	-	-	5.9	-	5.0	-	-
ALL STORES (AFTER)	157	35	66	52	29	61	39	25
CONVENTIONAL	72.0	71.4	78.8	67.3	65.5	77.0	59.0	84.0
SUPER STORE	15.3	17.2	13.6	13.5	17.3	14.8	23.1	4.0
COMBINATION	5.7	-	4.6	9.6	5.9	3.3	10.2	4.0
WAREHOUSE	7.0	11.4	3.0	9.6	10.3	4.9	7.7	8.0

TABLE 54A

Average Square Feet of Total Area After Remodeling

	ALL STORES	LOCATION OF STORE			STORE TYPE			
		COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	154	35	65	50	112	24	7	11
NORTHEAST	26	7	10	7	18	5	-	3
SOUTH	61	25	22	14	47	9	-	3
NORTH CENTRAL	39	-	14	21	23	9	4	3
WEST	25	-	18	6	21	-	-	-
STORE TYPE	154	35	65	50				
CONVENTIONAL	112	25	51	35				
SUPER STORE	24	6	9	7				
COMBINATION	7	-	3	3				
WAREHOUSE	11	4	-	5				

TABLE 54B

Average Square Foot of Total Area After Remodeling

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	25953	32948	25396	21750	22825	30897	40000	32000
GEOGRAPHIC LOCATION								
NORTHEAST	25082	28126	29966	16500	20818	32000	-	32000
SOUTH	26860	36000	23303	22725	25176	32148	-	37700
NORTH CENTRAL	26165	-	27100	22000	20500	30000	41050	29000
WEST	25600	-	25600	25686	25600	-	-	-
TYPE OF STORE								
CONVENTIONAL	22825	36000	23000	19000				
SUPER STORE	30897	30497	36055	33000				
COMBINATION	40000	-	40000	45100				
WAREHOUSE	32000	31000	-	32000				

TABLE 55A

Total Area Post Remodeling as a Percent of Pre-Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	118	12	56	46	84	22	8	4
NORTHEAST	19	-	9	6	13	4	-	-
SOUTH	40	9	19	12	29	9	-	-
NORTH CENTRAL	33	-	11	20	20	8	4	-
WEST	23	-	16	6	19	-	-	-
STORE TYPE	118	12	56	46				
CONVENTIONAL	84	8	44	31				
SUPER STORE	22	4	9	7				
COMBINATION	8	-	2	5				
WAREHOUSE	4	-	-	3				

TABLE 55B

Total Area Post Remodeling as a Percent of Pre-Remodeling

(Medians*)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	111	101	115	104	107	137	178	100
GEOGRAPHIC LOCATION								
NORTHEAST	100	-	162	100	100	159	-	-
SOUTH	125	144	116	118	116	139	-	-
NORTH CENTRAL	121	-	121	125	107	130	186	-
WEST	106	-	109	103	107	-	-	-
TYPE OF STORE								
CONVENTIONAL	107	103	111	100				
SUPER STORE	137	129	135	143				
COMBINATION	178	-	113	251				
WAREHOUSE	100	-	-	100				

*all medians are expressed in terms of percentages

TABLE 56A

Average Square Feet of Selling Area After Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	154	35	65	50	112	24	7	11
NORTHEAST	26	7	10	7	18	5	-	3
SOUTH	61	25	22	14	47	9	-	3
NORTH CENTRAL	39	-	14	21	23	9	4	3
WEST	25	-	18	6	21	-	-	-
STORE TYPE	154	35	65	50	112			
CONVENTIONAL	112	25	51	35	112			
SUPER STORE	24	6	9	7	-			
COMBINATION	7	-	3	3	-			
WAREHOUSE	11	4	-	5	-			

TABLE 56B

Average Square Feet of Selling Area After Remodeling

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
ALL STORES	19214	25000	19102	16598	16815	23264	32428	21000
GEOGRAPHIC LOCATION								
NORTHEAST	18739	20000	21755	13000	14750	26000	-	21000
SOUTH	20878	25000	17700	16508	19446	26326	-	30000
NORTH CENTRAL	17520	-	17165	17000	15500	20105	33714	19000
WEST	19102	-	18354	20993	18100	-	-	-
TYPE OF STORE								
CONVENTIONAL	16815	25000	16200	15000				
SUPER STORE	23264	24521	26000	22527				
COMBINATION	32428	-	30555	32428				
WAREHOUSE	21000	20500	-	22000				

TABLE 57A

Selling Area Post Remodeling as a Percent of Pre-Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	151	33	64	50	112	23	7	9
NORTHEAST	26	7	10	7	18	5	-	3
SOUTH	60	24	22	14	47	9	-	-
NORTH CENTRAL	37	-	13	21	23	8	4	-
WEST	25	-	18	6	21	-	-	-
STORE TYPE	151	33	64	50	112			
CONVENTIONAL	112	25	51	35	112			
SUPER STORE	23	5	9	7	-			
COMBINATION	7	-	3	3	-			
WAREHOUSE	9	3	-	5	-			

TABLE 57B

Selling Area Post Remodeling as a Percent of Pre-Remodeling

(Medians*)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	128	167	122	117	122	142	175	128
GEOGRAPHIC LOCATION								
NORTHEAST	109	108	172	100	100	180	-	150
SOUTH	143	167	128	139	146	139	-	-
NORTH CENTRAL	125	-	124	136	120	135	191	-
WEST	112	-	111	109	112	-	-	-
TYPE OF STORE								
CONVENTIONAL	122	167	116	112				
SUPER STORE	142	152	136	139				
COMBINATION	175	-	133	193				
WAREHOUSE	128	112	-	128				

*all medians are expressed in terms of percentages

TABLE 58A

Average Percent of General Merchandise in Selling Area After Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	115	28	48	36	80	20	6	9
NORTHEAST	19	6	6	6	11	5	-	3
SOUTH	41	20	10	11	31	7	-	-
NORTH CENTRAL	30	-	13	13	16	7	4	3
WEST	22	-	18	4	19	-	-	-
STORE TYPE	115	28	48	36	80			
CONVENTIONAL	80	20	35	25	80			
SUPER STORE	20	4	8	6	-			
COMBINATION	6	-	3	-	-			
WAREHOUSE	9	4	-	3	-			

TABLE 58B

Average Percent of General Merchandise in Selling Area After Remodeling

(Medians*)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	8.3	6.0	8.6	8.7	6.0	20.5	28.4	8.3
GEOGRAPHIC LOCATION								
NORTHEAST	11.8	4.3	18.4	7.2	9.1	21.2	-	4.5
SOUTH	6.0	6.0	19.2	18.6	6.0	24.3	-	-
NORTH CENTRAL	8.3	-	7.6	8.3	7.5	14.0	28.4	10.5
WEST	8.4	-	4.6	12.5	8.3	-	-	-
TYPE OF STORE								
CONVENTIONAL	6.0	6.0	7.4	8.3				
SUPER STORE	20.5	28.8	20.6	18.2				
COMBINATION	28.4	-	28.1	-				
WAREHOUSE	8.3	6.8	-	8.3				

*all medians are expressed in terms of percentages

TABLE 59A

General Merchandise Selling Area Post Remodeling as a Percent of Pre-Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	40	7	19	12	20	9	5	6
NORTHEAST	10	3	4	-	4	5	-	-
SOUTH	5	-	-	-	-	-	-	-
NORTH CENTRAL	15	-	5	7	6	-	4	3
WEST	10	-	8	-	8	-	-	-
STORE TYPE	40	7	19	12	20			
CONVENTIONAL	20	-	11	8	20			
SUPER STORE	9	3	4	-	-			
COMBINATION	5	-	-	-	-			
WAREHOUSE	6	3	-	-	-			

TABLE 59B

General Merchandise Selling Area Post Remodeling as a Percent of Pre-Remodeling

(Medians*)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	104	109	103	104	102	106	120	109
GEOGRAPHIC LOCATION								
NORTHEAST	105	106	108	-	103	109	-	-
SOUTH	102	-	-	-	-	-	-	-
NORTH CENTRAL	108	-	104	105	103	-	123	111
WEST	103	-	103	-	102	-	-	-
TYPE OF STORE								
CONVENTIONAL	102	-	102	103				
SUPER STORE	106	120	108	-				
COMBINATION	120	-	-	-				
WAREHOUSE	109	109	-	-				

*all medians are expressed in terms of percentages

TABLE 60A
Average Weekly Sales After Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	147	35	61	47	106	22	9	10
NORTHEAST	25	7	8	8	17	3	-	3
SOUTH	57	25	20	12	43	9	-	3
NORTH CENTRAL	38	-	14	20	22	9	4	3
WEST	24	-	18	5	21	-	-	-
STORE TYPE	147	35	61	47				
CONVENTIONAL	106	25	49	31				
SUPER STORE	22	6	7	7				
COMBINATION	9	-	3	5				
WAREHOUSE	10	4	-	4				

TABLE 60B

Average Weekly Sales After Remodeling

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	135159	195640	140000	107894	130000	144375	206032	160000
GEOGRAPHIC LOCATION								
NORTHEAST	130000	146000	130000	79000	100000	130000	-	150000
SOUTH	140000	200000	100000	93325	133000	175080	-	196000
NORTH CENTRAL	130000	-	176006	112118	112500	140000	147590	130000
WEST	158153	-	166407	120000	151491	-	-	-
TYPE OF STORE								
CONVENTIONAL	130000	200000	139752	75000				
SUPER STORE	144375	144375	130000	155000				
COMBINATION	206032	-	206032	300000				
WAREHOUSE	160000	175000	-	122500				

TABLE 61A

Weekly Sales Post Remodeling as a Percent of Pre-Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	143	34	60	45	105	22	8	8
NORTHEAST	25	7	8	8	17	3	-	3
SOUTH	54	24	20	10	42	9	-	-
NORTH CENTRAL	37	-	13	20	22	9	4	-
WEST	24	-	18	5	21	-	-	-
STORE TYPE	143	34	60	45				
CONVENTIONAL	105	25	49	30				
SUPER STORE	22	6	7	7				
COMBINATION	8	-	3	4				
WAREHOUSE	8	3	-	4				

TABLE 61B

Weekly Sales Post Remodeling as a Percent of Pre-Remodeling

(Medians*)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	133	133	133	123	133	144	115	188
GEOGRAPHIC LOCATION								
NORTHEAST	154	154	147	145	134	173	-	200
SOUTH	133	133	138	140	133	135	-	-
NORTH CENTRAL	121	-	122	117	117	147	135	-
WEST	121	-	119	123	121	-	-	-
TYPE OF STORE								
CONVENTIONAL	133	133	133	121				
SUPER STORE	144	155	135	139				
COMBINATION	115	-	113	117				
WAREHOUSE	188	250	-	178				

*all medians are expressed in terms of percentages

TABLE 62A

Average Sales per Square Foot After Remodeling (Selling Area)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	145	35	61	45	106	22	7	10
NORTHEAST	23	7	8	6	17	3	-	3
SOUTH	57	25	20	12	43	9	-	3
NORTH CENTRAL	38	-	14	20	22	9	4	3
WEST	24	-	18	5	21	-	-	-
STORE TYPE	145	35	61	45				
CONVENTIONAL	106	25	49	31				
SUPER STORE	22	6	7	7				
COMBINATION	7	-	3	3				
WAREHOUSE	10	4	-	4				

TABLE 62B
Average Sales per Square Foot After Remodeling (Selling Area)
(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	7.00	8.00	7.19	6.30	7.37	6.54	5.37	6.95
GEOGRAPHIC LOCATION								
NORTHEAST	6.85	8.91	6.32	5.88	6.96	5.78	-	7.50
SOUTH	7.00	8.00	6.00	6.26	7.17	6.89	-	6.67
NORTH CENTRAL	6.80	-	7.97	6.55	7.37	6.97	4.97	6.84
WEST	7.75	-	8.78	6.30	7.77	-	-	-
TYPE OF STORE								
CONVENTIONAL	7.37	8.00	7.54	6.30				
SUPER STORE	6.54	6.09	6.13	6.97				
COMBINATION	5.37	-	5.37	5.37				
WAREHOUSE	6.95	7.28	-	6.60				

TABLE 63A

Average Cost of Structural Change

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	157	35	66	52	113	24	9	11
NORTHEAST	29	7	11	9	19	5	-	3
SOUTH	61	25	22	14	47	9	-	3
NORTH CENTRAL	39	-	14	21	23	9	4	3
WEST	25	-	18	6	21	-	-	-
STORE TYPE	157	35	66	52				
CONVENTIONAL	113	25	52	35				
SUPER STORE	24	6	9	7				
COMBINATION	9	-	3	5				
WAREHOUSE	11	4	-	5				

TABLE 63B

Average Cost of Structural Change

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	250000	540000	208125	177500	250000	590405	550000	150000
GEOGRAPHIC LOCATION								
NORTHEAST	100000	150000	115000	45000	50000	849000	-	150000
SOUTH	298360	600000	112500	233500	280000	426000	-	100000
NORTH CENTRAL	269507	-	360000	175000	175000	602000	555000	150000
WEST	323840	-	332095	226000	325000	-	-	-
TYPE OF STORE								
CONVENTIONAL	250000	600000	150958	175000				
SUPER STORE	590405	483000	612678	602000				
COMBINATION	550000	-	557060	250000				
WAREHOUSE	150000	125000	-	150000				

TABLE 64A

Average Cost of Structural Change per Square Foot

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	154	35	65	50	112	24	7	11
NORTHEAST	26	7	10	7	18	5	-	3
SOUTH	61	25	22	14	47	9	-	3
NORTH CENTRAL	39	-	14	21	23	9	4	3
WEST	25	-	18	6	21	-	-	-
STORE TYPE	154	35	65	50				
CONVENTIONAL	112	25	51	35				
SUPER STORE	24	6	9	7				
COMBINATION	7	-	3	3				
WAREHOUSE	11	4	-	5				

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TABLE 64B

Average Cost of Structural Change per Square Foot

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	14.39	23.07	12.71	13.30	14.51	22.79	16.00	3.90
GEOGRAPHIC LOCATION								
NORTHEAST	5.94	7.50	14.08	2.74	3.75	32.88	-	7.50
SOUTH	14.66	24.00	7.82	13.95	16.46	18.22	-	2.94
NORTH CENTRAL	16.56	-	21.12	13.61	10.29	30.75	16.48	5.00
WEST	17.96	-	18.22	10.93	18.21	-	-	-
TYPE OF STORE								
CONVENTIONAL	14.51	24.00	11.54	14.48				
SUPER STORE	22.79	22.79	18.22	21.90				
COMBINATION	16.00	-	18.23	13.61				
WAREHOUSE	3.90	5.22	-	3.90				

TABLE 65A

Average Cost of Store Equipment, Fixtures and Decorations

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	153	33	66	50	113	20	9	11
NORTHEAST	29	7	11	9	19	5	-	3
SOUTH	59	23	22	14	47	7	-	3
NORTH CENTRAL	38	-	14	20	23	8	4	3
WEST	24	-	18	5	21	-	-	-
STORE TYPE	153	33	66	50				
CONVENTIONAL	113	25	52	35				
SUPER STORE	20	4	9	5				
COMBINATION	9	-	3	5				
WAREHOUSE	11	4	-	5				

TABLE 65B
Average Cost of Store Equipment, Fixtures and Decorations
(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	300000	300000	301061	206250	294000	471682	303000	150000
GEOGRAPHIC LOCATION								
NORTHEAST	350000	225000	514000	150000	271000	780000	-	150000
SOUTH	300000	300000	176597	193525	300000	401635	-	202000
NORTH CENTRAL	282500	-	325000	218603	225000	407570	551500	110000
WEST	368461	-	368461	294000	307754	-	-	-
TYPE OF STORE								
CONVENTIONAL	294000	300000	270500	205300				
SUPER STORE	471682	375000	513224	594125				
COMBINATION	303000	-	7[illegible]6055	80000				
WAREHOUSE	150000	275000	-	150000				

TABLE 66A
Other Costs Incurred During Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	58	10	27	20	37	14	4	3
NORTHEAST	13	3	4	5	6	5	-	-
SOUTH	19	6	7	6	13	6	-	-
NORTH CENTRAL	8	-	-	5	-	3	-	-
WEST	15	-	13	-	13	-	-	-
STORE TYPE	58	10	27	20				
CONVENTIONAL	37	6	18	13				
SUPER STORE	14	4	6	3				
COMBINATION	4	-	-	3				
WAREHOUSE	3	-	-	-				

TABLE 66B

Other Costs Incurred During Remodeling

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
ALL STORES	42500	20000	75000	26500	29000	70000	39500	25000
GEOGRAPHIC LOCATION								
NORTHEAST	40000	10000	127500	19625	14813	75000	-	-
SOUTH	24699	20000	55216	24563	24425	40056	-	-
NORTH CENTRAL	32000	-	-	25000	-	65000	-	-
WEST	76192	-	84723	-	84723	-	-	-
TYPE OF STORE								
CONVENTIONAL	29000	20000	83582	24699				
SUPER STORE	70000	39290	70000	121161				
COMBINATION	39500	-	-	34000				
WAREHOUSE	25000	-	-	-				

TABLE 67A

Average Total Capital Investment

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC·LOCATION	156	35	66	51	113	23	9	11
NORTHEAST	29	7	11	9	19	5	-	3
SOUTH	61	25	22	14	47	9	-	3
NORTH-CENTRAL	39	-	14	21	23	9	4	3
WEST	24	-	18	5	21	-	-	-
STORE TYPE	156	35	66	51				
CONVENTIONAL	113	25	52	35				
SUPER STORE	23	6	9	6				
COMBINATION	9	-	3	5				
WAREHOUSE	11	4	-	5				

TABLE 67B

Average Total Capital Investment

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	572500	900000	552500	400000	500054	1000000	853000	300000
GEOGRAPHIC LOCATION								
NORTHEAST	386000	335000	800000	200000	335000	2155000	-	300000
SOUTH	570000	900000	347555	425500	508108	956814	-	385000
NORTH CENTRAL	550000	-	605000	400000	400000	1000000	1106500	295000
WEST	773624	-	850956	624000	844038	-	-	-
TYPE OF STORE								
CONVENTIONAL	500054	900000	444306	400000				
SUPER STORE	1000000	790907	1181119	1209493				
COMBINATION	853000	-	1390436	300000				
WAREHOUSE	300000	450000	-	295000				

TABLE 68A
Changes Made During Remodeling to Increase Energy Efficiency

	ALL STORES	STORE SIZE						LOCATION OF STORES		
		UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	156	27	25	49	32	11	8	35	66	51
REDUCED LIGHT LEVELS	35.9	18.5	20.0	51.0	46.9	9.1	25.0	60.0	33.3	19.6
ADDED ENERGY CONTROLS OF ANY TYPE	49.4	40.7	44.0	67.3	50.0	27.3	12.5	82.9	33.3	45.1
CHANGED TO MORE EFFICIENT REFRIGERATION CASES	60.3	66.7	64.0	71.4	46.9	45.5	37.5	65.7	51.5	64.7
ALTERED HVAC SYSTEM TO INCREASE EFFICIENCY	53.8	48.1	44.0	69.4	50.0	36.4	50.0	80.0	43.9	49.0
ADDED DOUBLE DOORS TO FRONT ENTRANCE	17.3	22.2	24.0	16.3	9.4	9.1	12.5	5.7	12.1	29.4
ADDED LOADING DOCK ENCLOSURE	19.2	11.1	16.0	20.4	21.9	18.2	12.5	2.9	22.7	25.5
REDUCED CEILING HEIGHT	14.1	3.7	12.0	16.3	21.9	9.1	12.5	14.3	15.2	9.8
NO CHANGES MADE	11.5	25.9	4.0	10.2	6.3	18.2	12.5	8.6	15.2	9.8

TABLE 68B

Changes Made During Remodeling to Increase Energy Efficiency

(Medians)

		STORE TYPE				GEOGRAPHIC LOCATION			
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST
ALL STORES	156	113	23	9	11	29	61	39	24
REDUCED LIGHT LEVELS	35.9	38.9	26.1	44.4	18.2	41.4	34.4	12.8	62.5
ADDED ENERGY CONTROLS OF ANY TYPE	49.4	47.8	73.9	33.3	27.3	48.3	65.6	41.0	16.7
CHANGED TO MORE EFFICIENT REFRIGERATION CASES	60.3	65.5	60.9	44.4	18.2	58.6	62.3	69.2	37.5
ALTERED HVAC SYSTEM TO INCREASE EFFICIENCY	53.8	53.1	69.6	55.6	27.3	44.8	65.6	56.4	25.0
ADDED DOUBLE DOORS TO FRONT ENTRANCE	17.3	11.5	30.4	55.6	18.2	13.8	6.6	38.5	4.2
ADDED LOADING DOCK ENCLOSURE	19.2	15.9	26.1	33.3	27.3	17.2	9.8	35.9	20.8
REDUCED CEILING HEIGHT	14.1	13.3	21.7	22.2	-	20.7	8.2	23.1	8.3
NO CHANGES MADE	11.5	10.6	-	-	54.5	6.9	14.8	10.3	12.5

STORES ACQUIRED IN 1979

The majority of acquired stores were located in the North Central region. Except for a slight loss by conventionals and gain by warehouses, most supermarkets did not change store type after the acquisition.

In 1979 although both the average square feet and the average weekly sales decreased from 1978 (24,088 square feet to 17,920 and $102,000 to $91,600), sales per square foot remained fairly constant at $6.25.

The average total capital investment was $62,000 with ranges from $26,500 in the West to $120,000 in the Northeast.

TABLE 69

Location of Store

		ANNUAL SALES VOLUME (1979) IN MILLIONS OF $						GEOGRAPHIC LOCATION			
	ALL STORES	UNDER $10	10-30	30-100	100-250	250-500	OVER $500	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST
ALL STORES	92	8	8	13	10	32	19	20	12	53	6
REGIONAL SHOPPING CENTER	2.2	-	-	-	10.0	3.1	-	-	-	3.8	-
COMMUNITY SHOPPING CENTER	26.1	25.0	12.5	15.4	20.0	12.5	68.4	15.0	16.7	35.8	-
NEIGHBORHOOD SHOPPING CENTER	34.8	12.5	37.5	46.1	40.0	50.0	-	55.0	50.0	18.9	66.7
FREE STANDING	36.9	62.5	50.0	38.5	30.0	34.4	31.6	30.0	33.3	41.5	33.3

TABLE 70

Change in Store Type as a Result of Acquisition

		LOCATION OF STORE			GEOGRAPHIC LOCATION			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST
ALL STORES (BEFORE)	95	24	31	34	24	12	52	6
CONVENTIONAL	87.4	91.7	77.4	91.2	79.2	91.7	88.5	100.0
SUPER STORE	9.5	4.2	19.4	5.9	20.8	-	7.7	-
COMBINATION STORE	2.1	4.1	3.2	-	-	8.3	1.9	-
WAREHOUSE	1.0	-	-	2.9	-	-	1.9	-
ALL STORES (AFTER)	96	24	32	34	24	12	53	6
CONVENTIONAL	80.2	87.5	65.6	85.3	75.0	75.0	81.1	100.0
SUPER STORE	9.4	8.3	15.6	5.9	20.8	8.4	5.7	-
COMBINATION STORE	2.1	4.2	3.1	-	-	8.3	1.9	-
LIMITED ASSORTMENT	3.1	-	9.4	-	-	8.3	3.8	-
WAREHOUSE	5.2	-	6.3	8.8	4.2	-	7.5	-

TABLE 71A

Average Square Feet of Total Area After Acquisition

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	95	24	32	33	76	9	5
NORTHEAST	23	3	11	5	17	5	-
SOUTH	12	-	6	4	9	-	-
NORTH CENTRAL	53	19	12	22	43	3	4
WEST	6	-	4	-	6	-	-
STORE TYPE	95	24	32	33			
CONVENTIONAL	76	21	21	28			
SUPER STORE	9	-	5	-			
WAREHOUSE	5	-	-	3			

TABLE 71B

Average Square Feet of Total Area After Acquisition

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	17920	20350	22250	16500	16000	35482	26537
GEOGRAPHIC LOCATION							
NORTHEAST	22600	25000	24960	23014	16500	30196	-
SOUTH	17375	-	18250	16625	17250	-	-
NORTH CENTRAL	17920	15000	23100	16436	16000	38600	28000
WEST	13500	-	19250	-	13500	-	-
TYPE OF STORE							
CONVENTIONAL	16000	15000	21320	16000			
SUPER STORE	35482	-	35482	-			
WAREHOUSE	26537	-	-	26537			

TABLE 72A

Average Square Feet of Selling Area After Acquisition

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	94	24	31	33	76	[illegible]	5
NORTHEAST	22	3	10	5	17	4	-
SOUTH	12	-	6	4	9	-	-
NORTH CENTRAL	53	19	10	22	43	3	4
WEST	6	-	4	-	6	-	-
STORE TYPE	94	24	31	33			
CONVENTIONAL	76	21	21	28			
SUPER STORE	3	-	4	-			
WAREHOUSE	5	-	-	3			

TABLE 72B

Average Square Feet of Selling Area After Acquisition

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	13289	15172	16000	12000	12012	23263	22200
GEOGRAPHIC LOCATION							
NORTHEAST	16500	18500	17586	17031	13079	20668	-
SOUTH	13000	-	12700	11250	12500	-	-
NORTH CENTRAL	12796	10000	17000	11533	11600	25300	22500
WEST	10332	-	15212	-	10332	-	-
TYPE OF STORE							
CONVENTIONAL	12012	10800	14000	11000			
SUPER STORE	23263	-	23263	-			
WAREHOUSE	22000	-	-	20422			

TABLE 73A

Average Weekly Sales After Acquisition

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	77	20	25	27	66	2	5
NORTHEAST	18	3	7	4	16	-	-
SOUTH	12	-	6	4	9	-	-
NORTH CENTRAL	41	15	7	18	35	-	4
WEST	5	-	4	-	5	-	-
STORE TYPE	77	20	25	27			
CONVENTIONAL	66	19	19	23			
SUPER STORE	2	-	-	-			
WAREHOUSE	5	-	-	3			

TABLE 73B

Average Weekly Sales After Acquisition

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	91600	150000	100000	80000	97600	71000	140000
GEOGRAPHIC LOCATION							
NORTHEAST	92500	85000	135000	100500	92500	-	-
SOUTH	71000	-	49500	67500	62000	-	-
NORTH CENTRAL	118000	150000	47000	163000	125000	-	102500
WEST	45000	-	85000	-	45000	-	-
TYPE OF STORE							
CONVENTIONAL	97600	150000	125000	80000			
SUPER STORE	71000	-	-	-			
WAREHOUSE	140000	-	-	140000			

TABLE 74A

Weekly Sales Post Acquisition as a Percent of Pre-Acquisition

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	71	22	22	24	62	2	5
NORTHEAST	18	3	7	4	16	-	-
SOUTH	12	-	6	4	9	-	-
NORTH CENTRAL	35	15	4	15	31	-	4
WEST	5	-	4	-	5	-	-
STORE TYPE	71	22	22	24			
CONVENTIONAL	62	19	18	22			
SUPER STORE	2	-	-	-			
WAREHOUSE	5	-	-	3			

TABLE 74B

Weekly Sales Post Acquisition as a Percent of Pre-Acquisition

(Medians*)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	113	113	123	121	115	129	217
GEOGRAPHIC LOCATION							
NORTHEAST	119	131	124	116	113	-	-
SOUTH	123	-	124	117	123	-	-
NORTH CENTRAL	111	111	139	118	111	-	245
WEST	129	-	122	-	129	-	-
TYPE OF STORE							
CONVENTIONAL	115	111	123	111			
SUPER STORE	129	-	-	-			
WAREHOUSE	217	-	-	217			

*all medians are expressed in terms of percentages

TABLE 75A

Average Sales per Square Foot After Acquisition (Selling Area)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	77	20	25	27	65	2	5
NORTHEAST	18	3	7	4	16	-	-
SOUTH	12	-	6	4	9	-	-
NORTH CENTRAL	41	15	7	18	35	-	4
WEST	5	-	4	-	5	-	-
STORE TYPE	77	20	25	27			
CONVENTIONAL	66	19	19	23			
SUPER STORE	2	-	-	-			
WAREHOUSE	5	-	-	3			

TABLE 75B

Average Sales per Square Foot After Acquisition (Selling Area)

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	6.25	9.50	5.43	6.15	7.22	4.04	6.00
GEOGRAPHIC LOCATION							
NORTHEAST	6.99	6.67	9.34	6.64	8.14	-	-
SOUTH	5.47	-	4.73	5.72	5.52	-	-
NORTH CENTRAL	7.50	11.76	4.78	6.50	11.11	-	5.32
WEST	5.21	-	5.73	-	5.21	-	-
TYPE OF STORE							
CONVENTIONAL	7.22	10.67	5.88	6.23			
SUPER STORE	4.04	-	-	-			
WAREHOUSE	6.00	-	-	6.09			

TABLE 76A

Average Cost of Equipment, Fixtures and Decorations

	ALL STORES	LOCATION OF STORE			STORE TYPE		
		COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	74	22	26	22	62	7	3
NORTHEAST	22	3	8	5	16	3	-
SOUTH	7	-	4	-	5	-	-
NORTH CENTRAL	42	16	9	13	32	3	-
WEST	6	-	4	-	6	-	-
STORE TYPE	74	22	26	22			
CONVENTIONAL	62	17	19	18			
SUPER STORE	7	-	3	-			
WAREHOUSE	3	-	-	-			

TABLE 76B

Average Cost of Equipment, Fixtures and Decorations

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	62000	62000	65000	63243	62000	150000	200000
GEOGRAPHIC LOCATION							
NORTHEAST	137500	125000	112500	152000	122500	150000	-
SOUTH	37000	-	14000	-	37000	-	-
NORTH CENTRAL	62000	62000	125000	61485	62000	116500	-
WEST	26500	-	27500	-	26500	-	-
TYPE OF STORE							
CONVENTIONAL	62000	62000	60000	57287			
SUPER STORE	150000	-	150000	-			
WAREHOUSE	220000	-	-	-			

TABLE 77A

Other Costs Incurred During Acquisition

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	15	3	5	6	14	-	-
NORTHEAST	5	-	-	-	4	-	-
SOUTH	2	-	-	-	-	-	-
NORTH CENTRAL	8	-	-	5	8	-	-
WEST	-	-	-	-	-	-	-
STORE TYPE	15	3	5	6			
CONVENTIONAL	14	3	5	5			
SUPER STORE	-	-	-	-			
WAREHOUSE	-	-	-	-			

TABLE 77B

Other Costs Incurred During Acquisition

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	21000	25000	24000	19643	22000	-	-
GEOGRAPHIC LOCATION							
NORTHEAST	24000	-	-	-	24500	-	-
SOUTH	12500	-	-	-	-	-	-
NORTH CENTRAL	32877	-	-	19285	32877	-	-
WEST	-	-	-	-	-	-	-
TYPE OF STORE							
CONVENTIONAL	22000	25000	24000	19285			
SUPER STORE	-	-	-	-			
WAREHOUSE	-	-	-	-			

TABLE 78A

Average Total Capital Investment

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	81	22	28	25	67	7	3
NORTHEAST	21	3	9	5	17	3	-
SOUTH	8	-	5	-	5	-	-
NORTH CENTRAL	45	18	9	16	37	3	-
WEST	6	-	4	-	6	-	-
STORE TYPE	81	22	28	25			
CONVENTIONAL	67	19	21	21			
SUPER STORE	7	-	3	-			
WAREHOUSE	3	-	-	-			

TABLE 78B

Average Total Capital Investment

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	62000	62000	67500	61485	62000	116500	200000
GEOGRAPHIC LOCATION							
NORTHEAST	120000	125000	75000	152000	120000	175000	-
SOUTH	51000	-	18000	-	56000	-	-
NORTH CENTRAL	62000	62000	125000	55743	52000	116500	-
WEST	26500	-	27500	-	26500	-	-
TYPE OF STORE							
CONVENTIONAL	62000	62000	62000	52000			
SUPER STORE	116500	-	116500	-			
WAREHOUSE	200000	-	-	-			

STORES CLOSED IN 1979

Almost half of all stores closed in 1979 were located in the North Central region and over 80 percent were conventionals.

Older stores were closed this year. Two out of five stores had been operated for over 16 years as a grocery store. Fifty percent of all closed stores were reopened as food stores.

Reasons for store closings were varied but several dominate. Again this year, poor profits and low sales volume were the main reasons with 52 percent and 47 percent, respectively. Almost a third of all closed stores were replaced by another store in the same area.

Stores closed averaged 11,440 square feet of selling area and weekly sales of $55,000.

TABLE 79

Closed Stores

	Percentage of Stores Closed	Sq. Ft. of Selling Area	Weekly Sales	Sales Per Sq. Ft.
1975	3.7%	10,372 sq. ft	$30,004	$3.23
1976	5.5	14,600	50,000	3.36
1977	4.7	12,395	42,000	3.55
1978	4.4	12,759	45,000	3.76
1979	4.8	11,440	55,000	5.00

TABLE 80

Annual Sales Volume of Company

		LOCATION				GEOGRAPHIC LOCATION				
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	137	10	29	53	45	27	34	65	8	3
UNDER $10 MILLION	2.2	-	3.5	-	4.5	-	2.9	1.5	12.5	-
$10 - $30 MILLION	8.8	10.0	10.3	5.7	11.1	-	20.6	4.6	25.0	-
$30 - $100 MILLION	15.3	-	13.8	7.6	28.9	22.2	23.5	10.8	-	-
$100 - $250 MILLION	4.4	-	-	7.5	4.4	7.4	5.9	-	25.0	-
$250 - $500 MILLION	10.2	-	6.9	7.5	17.8	22.2	-	7.7	-	100.0
OVER $500 MILLION	59.1	90.0	65.5	71.7	33.3	48.2	47.1	75.4	37.5	-

TABLE 81

Geographic Region of Store

		LOCATION OF STORE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING
ALL STORES	137	10	29	53	45
NORTHEAST	19.7	20.0	24.1	11.3	26.7
SOUTH	24.8	20.0	17.3	20.8	35.6
NORTH CENTRAL	47.5	60.0	55.2	56.6	28.9
WEST	5.8	-	3.4	9.4	4.4
CANADA	2.2	-	-	1.9	4.4

TABLE 82
Location of Store

	ALL STORES	GEOGRAPHIC LOCATION				
		NORTH EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	137	27	34	65	8	3
REGIONAL SHOPPING CENTER	7.3	7.4	5.9	9.2	-	-
COMMUNITY SHOPPING CENTER	21.2	25.9	14.7	24.6	12.5	-
NEIGHBORHOOD SHOPPING CENTER	38.7	22.2	32.4	46.2	62.5	33.3
FREE STANDING	32.8	44.5	47.0	20.0	25.0	66.7

TABLE 83
Store Type

	ALL STORES	LOCATION REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	GEOGRAPHIC LOCATION NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	127	10	28	48	41	27	32	57	8	3
CONVENTIONAL SUPER MARKET	92.9	80.0	89.3	93.7	97.6	85.2	93.8	98.2	87.5	66.7
SUPER STORE	2.4	-	-	4.2	2.4	3.7	-	1.8	12.5	-
LIMITED ASSORTMENT STORE	.8	-	3.6	-	-	-	3.1	-	-	-
WAREHOUSE	3.1	20.0	3.6	2.1	-	7.4	3.1	-	-	33.3
FOOD DEPARTMENT	.8	-	3.5	-	-	3.7	-	-	-	-

TABLE 84

Years Company Operated the Store

		LOCATION				GEOGRAPHIC LOCATION				
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	133	8	29	53	43	26	32	64	8	3
UNDER 6 YEARS	14.3	12.5	20.7	11.3	14.0	15.4	25.0	7.8	25.0	-
6 - 10 YEARS	11.3	12.5	24.1	7.6	7.0	19.2	-	11.0	37.5	-
11 - 15 YEARS	27.8	12.5	37.9	28.3	23.3	26.9	25.0	28.1	25.0	66.7
16 - 20 YEARS	33.8	62.5	17.3	35.8	37.2	23.1	37.5	40.6	12.5	-
21 - 25 YEARS	9.0	-	-	11.3	13.9	11.5	6.3	9.4	-	33.3
26 OR MORE YEARS	3.8	-	-	5.7	4.6	3.9	5.2	3.1	-	-

TABLE 85

Current Status of Building

	LOCATION					GEOGRAPHIC LOCATION				
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	132	10	26	52	44	27	31	63	8	3
ANOTHER FOOD STORE	52.3	70.0	30.8	75.0	34.1	11.1	58.1	69.8	37.5	33.4
ANOTHER RETAIL OPERATION	19.7	20.0	30.8	9.6	25.0	40.8	19.4	11.1	25.0	-
ANOTHER BUSINESS OPERATION	3.8	-	-	-	11.4	3.7	3.2	1.6	12.5	33.3
VACANT	24.2	10.0	38.4	15.4	29.5	44.4	19.3	17.5	25.0	33.3
DESTROYED	-	-	-	-	-	-	-	-	-	-
OTHER	-	-	-	-	-	-	-	-	-	-

TABLE 86

Reasons for Closing the Store

	ALL STORES	LOCATION				GEOGRAPHIC LOCATION				
		REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	137	10	29	53	45	27	34	65	8	3
POOR PROFITS	51.8	40.0	72.4	47.2	46.7	51.9	55.9	46.2	75.0	66.7
LOW SALES VOLUME	46.7	-	69.0	45.3	44.4	37.0	44.1	47.7	75.0	66.7
REPLACED BY ANOTHER STORE IN SAME AREA	32.8	50.0	13.8	43.4	28.9	37.0	8.8	47.7	-	33.3
BUILDING WAS TOO SMALL	21.2	-	13.8	15.1	37.8	22.2	20.6	21.5	12.5	33.3
BUILDING WAS OLD/ IN POOR CONDITION	13.1	-	6.9	9.4	24.4	25.9	8.8	3.1	50.0	66.7
DID NOT RENEW LEASE	12.4	30.0	6.9	13.2	11.1	7.4	5.9	20.0	-	-
HIGH CRIME RATE/ NEIGHBORHOOD UNDESIRABLE	3.6	-	-	3.8	6.7	-	8.8	1.5	12.5	-
WITHDRAWAL FROM MARKET	10.9	-	17.2	5.7	15.6	3.7	29.4	3.1	25.0	-
OTHER	2.9	-	3.4	1.9	4.4	7.4	-	-	25.0	-

TABLE 87A

Average Square Feet of Selling Area

		LOCATION OF STORES				STORE TYPE		
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	137	10	29	53	45	118	3	4
NORTHEAST	19.7	-	24.1	11.3	26.7	19.5	-	-
SOUTH	24.8	-	17.2	20.8	35.6	25.4	-	-
NORTH CENTRAL	47.5	60.0	55.2	56.6	28.9	47.5	-	-
WEST	5.8	-	-	9.4	-	5.9	-	-
CANADA	2.2	-	-	-	-	-	-	-
STORE TYPE	125	10	26	48	41	118	3	4
CONVENTIONAL	94.4	80.0	96.2	93.8	97.6	100.0	-	-
SUPER STORE	2.4	-	-	-	-	-	100.0	-
WAREHOUSE	3.2	-	-	-	-	-	-	100.0

TABLE 87B
Average Square Feet of Selling Area
(Medians)

		LOCATION OF STORES				STORE TYPE		
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	11440	10500	16000	11000	11108	11500	14000	17206
GEOGRAPHIC LOCATION								
NORTHEAST	12000	-	13760	10840	11169	11337	-	-
SOUTH	12000	-	16000	10600	11220	12000	-	-
NORTH CENTRAL	11000	10000	15500	11000	11200	11500	-	-
WEST	17512	-	-	16170	-	16854	-	-
CANADA	11108	-	-	-	-	-	-	-
STORE TYPE								
CONVENTIONAL	11500	10000	16000	11000	11225	11500	-	-
SUPER STORE	14000	-	-	-	-	-	14000	-
WAREHOUSE	17206	-	-	-	-	-	-	17206

TABLE 88A
Average Weekly Sales

	ALL STORES	LOCATION OF STORES				STORE TYPE		
		REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	WAREHOUSE
GEOGRAPHIC LOCATION	137	10	29	53	45	118	3	4
NORTHEAST	19.7	-	24.1	11.3	26.7	19.5	-	-
SOUTH	24.8	-	17.2	20.8	35.6	25.4	-	-
NORTH CENTRAL	47.5	60.0	55.2	56.6	28.9	47.5	-	-
WEST	5.8	-	-	9.4	-	5.9	-	-
CANADA	2.2	-	-	-	-	-	-	-
STORE TYPE	125	10	26	48	41	118	3	4
CONVENTIONAL	94.4	80.0	96.2	93.8	97.6	100.0	-	-
SUPER STORE	2.4	-	-	-	-	-	100.0	-
WAREHOUSE	3.2	-	-	-	-	-	-	100.0

TABLE 88B

Average Weekly Sales

(Medians)

		LOCATION OF STORES				STORE TYPE		
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	55000	55000	84000	55000	48000	55000	78842	75000
GEOGRAPHIC LOCATION								
NORTHEAST	70000	-	70000	61500	56000	62000	-	-
SOUTH	45000	-	49000	35000	45000	45000	-	-
NORTH CENTRAL	60000	55000	94000	60000	60000	60000	-	-
WEST	53000	-	-	69936	-	52000	-	-
CANADA	29000	-	-	-	-	-	-	-
STORE TYPE								
CONVENTIONAL	55000	55000	85000	55000	46500	55000	-	-
SUPER STORE	78842	-	-	-	-	-	78842	-
WAREHOUSE	76000	-	-	-	-	-	-	76000

TABLE 89A

Average Sales per Square Foot of Selling Area

	ALL STORES	LOCATION OF STORES: REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	STORE TYPE: CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	137	10	29	53	45	118	3	4
NORTHEAST	19.7	-	24.1	11.3	25.7	19.5	-	-
SOUTH	24.6	-	17.2	20.8	35.6	25.4	-	-
NORTH CENTRAL	47.5	60.0	55.2	56.6	28.9	47.5	-	-
WEST	5.8	-	-	9.4	-	5.9	-	-
CANADA	2.2	-	-	-	-	-	-	-
STORE TYPE	125	10	26	48	41	118	3	4
CONVENTIONAL	94.4	80.0	96.2	93.8	97.6	100.0	-	-
SUPER STORE	2.4	-	-	-	-	-	100.0	-
WAREHOUSE	3.2	-	-	-	-	-	-	100.0

TABLE 89B
Average Sales per Square Foot of Selling Area
(Medians)

		LOCATION OF STORES				STORE TYPE		
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	5.00	5.50	5.14	5.00	4.54	5.00	3.70	3.84
GEOGRAPHIC LOCATION								
NORTHEAST	5.38	-	5.26	8.14	4.97	5.26	-	-
SOUTH	3.71	-	2.55	2.67	3.75	3.75	-	-
NORTH CENTRAL	5.45	5.50	5.71	5.00	5.22	5.07	-	-
WEST	3.09	-	-	3.70	-	2.86	-	-
CANADA	2.97	-	-	-	-	-	-	-
STORE TYPE								
CONVENTIONAL	5.00	5.50	5.14	5.00	4.50	5.00	-	-
SUPER STORE	3.70	-	-	-	-	-	3.70	-
WAREHOUSE	3.84	-	-	-	-	-	-	3.84

APPENDIX

Definitions

Supermarket	A retail food store with annual sales of at least one million dollars. a) Combination: A supermarket with a pharmacy using common checkouts and at least 25% of the total selling area devoted to general merchandise. b) Conventional: Sells a standard assortment of merchandise in a traditional way. c) Food Department: A separate department located in a general merchandise store. d) Limited Assortment Store: Carries less than 1000 items and offers few if any perishables with a "no frills" shopping environment. e) Super Store: Provides an expanded and upgraded selection of both food and non-food items. f) Warehouse Store: Uses utilitarian fixtures and emphasizes lower prices at the expense of customer service.
Regional Shopping Center	A planned center with at least two major department or discount stores.
Community Shopping Center	A planned center dominated by one large department or discount store.
Neighborhood Shopping Center	A planned center with more than one store but dominated by the supermarket.
Free Standing	A store located by itself or in an unplanned shopping area.
HID	High Intensity Discharge bulbs (e.g. Sodium, Mercury Vapor).
Building Costs	All costs incurred in construction of a new supermarket, including the cost of air conditioning and sprinkler systems (excluding the costs of land, parking lot, store equipment, fixtures and decorating).
Total Capital Investment	All costs of land, building, store equipment, fixtures, and decorating incurred in building a new supermarket, excluding only opening inventory and operating start-up costs.
Selling Area	Customer area of store.

Region

The geographic area in which the store is located, not the company headquarters location. Listed below are the states which fall into each region.

Northeast
- Connecticut
- Maine
- Massachusetts
- New Hampshire
- New Jersey
- New York
- Pennsylvania
- Rhode Island
- Vermont

South
- Alabama
- Arkansas
- Delaware
- District of Columbia
- Florida
- Georgia
- Kentucky
- Louisiana
- Maryland
- Mississippi
- North Carolina
- Oklahoma
- Puerto Rico
- South Carolina
- Tennessee
- Texas
- Virginia
- West Virginia

North Central
- Illinois
- Indiana
- Iowa
- Kansas
- Michigan
- Minnesota
- Missouri
- Nebraska
- North Dakota
- Ohio
- South Dakota
- Wisconsin

West
- Alaska
- Arizona
- California
- Colorado
- Hawaii
- Idaho
- Montana
- Nevada
- New Mexico
- Oregon
- Utah
- Washington
- Wyoming

Canada

Facts About Stores Opened in 1979

Please complete one questionnaire for each store opened in 1979. If more than one store of the ame size and format was opened in 1979, you may complete one questionnaire for each group of imilar stores opened, however, please indicate the number of stores summarized on each questionnaire.

Number of stores summarized on this questionnaire. ________

If you have any questions about completing this questionnaire, please call the research department of FMI—202/452-8444.

I. Background

1. In what state is the store located? ....

2. Is the store in a: (check one)?
   1) regional shopping center (a planned center with at least *two* major department or discount stores)? .... ☐ 1
   2) community shopping center (a planned center dominated by *one* large department or discount store)? ..... ☐ 2
   3) neighborhood shopping center (a planned center with more than one store but dominated by the supermarket)? .... ☐ 3
   4) free standing (a store located by itself or in an unplanned shopping area)? .... ☐ 4

3. Was the store a: (check one)
   1) conventional supermarket (sells a standard assortment of merchandise in the traditional way)? .... ☐ 1
   2) super store (provides an expanded and upgraded selection of both food and non-food items)? .... ☐ 2 175
   3) combination store (a supermarket with a pharmacy using common checkouts and at least 25% of the total selling area devoted to general merchandise)? .... ☐ 3
   4) limited assortment store (carries less than 1000 items and offers few if any perishables with a "no frills" shopping environment)? .... ☐ 4
   5) warehouse store (uses utilitarian fixtures and emphasizes lower prices at the expense of customer service)? .... ☐ 5
   6) food department (a separate department located in a general merchandise store)? .... ☐ 6

II. Area (If the store is a "food department," report only the area occupied by the food department.)

4. What is the *total* area, in square feet, of the entire store? .... sq. ft.

5. What is the *selling* area, in square feet, of the store? .... sq. ft.

6. What is the *selling* area, in square feet, of the non-food sections (general merchandise including HABA) of the store? .... sq. ft.

III. Parking Lot

7. What is the number of parking stalls for this store? ....

8. Is the parking lot shared with other businesses or is it for your customers only?
   share .... ☐ 1
   customers only .... ☐ 2

IV. Sales

9. For a typical four weeks, what are the store's average weekly sales? .... $ ____________

10. What are the typical average weekly sales for general merchandise including HABA? .... $ ____________

11. What is the average sales per customer transaction? .... $ ____________

12. What is the average number of items per customer transaction? .... ____________

V. Front End

13. How many checkouts are there in the entire store? .... ____________

14. Does the store have common checkouts for both food and general merchandise or are they separate?

common .... ☐ 1
separate .... ☐ 2

15. Please check the type of cash register used in the store:

mechanical .... ☐ 1
stand-alone electronic .... ☐ 2
electronic cash registers connected to an in-store computer ☐ 3
electronic cash registers equipped with front-end scanners ☐ 4

16. Can the system be upgradeable to scanning?

Yes .... ☐ 1
No .... ☐ 2

17. Does the checkout have electronic scales for weighing variable weight items?

Yes .... ☐ 1
No .... ☐ 2

18. Which of the following best describes the type of checkstand design used at the front end of the store? (check one)

over-the-end .... ☐ 1
over-the-counter .... ☐ 2
double belt .... ☐ 3
single belt .... ☐ 4
lazy susan .... ☐ 5
other ____________ ☐ 6
(please specify)

19. Method of unloading the shopping cart?

customer unload .... ☐ 1
checker unload .... ☐ 2

VI. Specialty Departments

20. Please check each specialty department located in the store: (check as many as apply)

restaurant or lunch counter ☐ 1
delicatessen (service only) ☐ 2
delicatessen (self-service only) ☐ 3
delicatessen (both service & self-service) ☐ 4
courtesy booth ☐ 5
floral/plant shop ☐ 6
wine ☐ 7
liquor ☐ 8

service meat ☐ 1
fresh seafood ☐ 2
scratch (mix) bakery ☐ 3
bake-off (frozen dough) bakery ☐ 4
combination scratch/bake-off bakery ☐ 5
coldspot (no baking on premises) ☐ 6
pharmacy ☐ 7

VII. Ownership/Lease Arrangements

21. Do you pay rent to a

landlord ☐ 1
subsidiary ☐ 2
don't pay rent ☐ 3

22. Is the store leased from an independent landlord or is it occupied under a build-sell-lease back arrangement?

independent landlord ☐ 1
build-sell-lease back ☐ 2

23. How many years is the original term of the lease? ________ yrs.

24. Which of the following are provided for by the landlord? (check as many as apply)

installation of heating/air conditioning system ☐ 1
maintenance of heating/air conditioning system ☐ 2
taxes ☐ 3
increases in taxes ☐ 4
insurance ☐ 5
installation of customer parking ☐ 6
maintenance of customer parking ☐ 7
sprinkler system ☐ 8
other ________ (please specify) ☐ 9

25. Is the amount of rent on the store a

percentage of sales? ☐ 1
fixed minimum amount per year with a maximum based on a percentage of sales ☐ 2
fixed amount per square foot ☐ 3
figured some other way ____________ ☐ 4
____
(please specify and give amount paid)

26. If the rent is a percentage of sales, how much is paid (Give the answer to one decimal point, as 1.5%)? ____________ %

27. If the rent is a fixed minimum amount per year with a maximum amount based on a percentage of sales, what is the:

minimum annual rent? $ ____________
percent of sales? ____________ %

28. Using the typical weekly sales you gave in question 9, what is the *total* rent you will pay for the *entire year* regardless of the particular lease arrangement you have? $ ____________

VIII. Costs and Capital Investments

29. Regardless of who incurred the expenses, what was the cost of the land used for the store and parking facilities? (If the costs are unknown, please give an estimate.) $ ____________

30. Regardless of who incurred the expenses, what was the building cost for the store, including the cost of the air conditioning and sprinkler systems? (If the costs are unknown, please given an estimate.) $ ____________

31. Regardless if the equipment was installed by in-house maintenance or a service department, what was the cost, including installation, for the store equipment, fixtures and decorating (refrigerated cases, display shelves, registers, signs, carpeting, wall treatments, etc.)? $ ____________

32. Regardless of who incurred the costs, what was the *total* capital investment for the store *excluding* only opening inventory and operating start-up costs? $ ____________

IX. Store Facilities/Energy

33. Is heat reclaim used in the store?

Yes ☐ 1
No ☐ 2

34. If heat reclaim is used, do you

use it to heat the store only? .... ☐ 1
use it to heat both the store and water for the store? .... ☐ 2

35. Does the store utilize an electronic energy management system?

Yes, and it is controlled centrally at headquarters ...... ☐ 1
Yes, and it is controlled by the individual store .... ☐ 2
No electronic system used .... ☐ 3

36. Please check if the store has:

double doors at the front entrance .... ☐ 1
enclosed loading docks .... ☐ 2
reduced ceiling heights .... ☐ 3

37. What is the general level of lighting used in the sales area of the store ..... ________ foot candles

38. Compared to the typical store you operate, the light level in this store is

greater .... ☐ 1
the same .... ☐ 2
less .... ☐ 3

39. What percent of general store lighting is provided by each of the following lamp types

fluorescent .... ________ %

HID bulbs (e.g. mercury, vapor, multivapor, sodium) ________ %
Other ________ (please specify) ________ %
100% 179

40. The most common lighting fixture used in the store is (check one)

surface mount .... ☐ 1
gondola mount .... ☐ 2
recessed .... ☐ 3

41. What is the R value of the store's roof insulation? .... ________ R value

42. Compared to the typical store you operate, the insulation level of the store's roof is

greater .... ☐ 1
the same .... ☐ 2
less .... ☐ 3

43. What is the R Value of the store's exterior sidewall insulation? .... ________ R value

44. What is the linear floor footage of the frozen food department including ice cream?

________ linear feet of multi-deck cases
________ linear feet of glass door cases
________ linear feet of open (coffin) cases
________ linear feet of other ________ (please specify)
________ TOTAL linear feet of frozen department

X. Factual Information

45. Please check what the annual sales volume of your company will be in 1979 (approximately)?

Under $10 million	☐	1
from $10 to $30 million	☐	2
from $30 to $100 million	☐	3
from $100 to $250 million	☐	4
from $250 to $500 million	☐	5
over $500 million	☐	6

46. Does your company operate:

fewer than 11 retail stores?	☐	1
11 or more retail stores?	☐	2

Facts About Stores Remodeled/Acquired in 1979

Please complete one questionnaire for each store remodeled and/or acquired in 1979. If you have any questions about completing the questionnaire, please call the research department of FMI—202/452-8444.

I. Background

1. In what state is the store located? .... ______________

2. Is the store in a: (please check one)
   1) regional shopping center (a planned center with at least *two* major department or discount stores)? .... ☐ 1
   2) community shopping center (a planned center dominated by *one* large department or discount store)? .... ☐ 2
   3) neighborhood shopping center (a planned center with more than one store but dominated by the supermarket)? .... ☐ 3
   4) free standing (a store located by itself or in an unplanned shopping area)? .... ☐ 4

3. Before the store was remodeled and/or acquired, was it a: (please check one)
   1) conventional supermarket (sells a standard assortment of merchandise in the traditional way)? .... ☐ 1
   2) super store (provides an expanded and upgraded selection of both food and non-food items)? .... ☐ 2
   3) combination store (a supermarket with a pharmacy using common checkouts and at least 25% of the total selling area devoted to general merchandise)? .... ☐ 3
   4) limited assortment store (carries less than 1000 items and offers few if any perishables with a "no-frills" shopping environment)? .... ☐ 4
   5) warehouse store (uses utilitarian fixtures and emphasizes lower prices at the expense of customer service)? .... ☐ 5
   6) food department (a separate department located in a general merchandise store)? .... ☐ 6

4. After the store was remodeled and/or acquired, was it reopened as a (see question 3 for definitions): (please check one)
   1) conventional supermarket .... ☐ 1
   2) super store .... ☐ 2
   3) combination store .... ☐ 3
   4) limited assortment store .... ☐ 4
   5) warehouse store .... ☐ 5
   6) food department .... ☐ 6

5. Please give the following data for the store before and after remodeling and/or acquisition:

	Before Remodeling/Acquisition	**After Remodeling/Acquisition**
average weekly sales for a typical four weeks	$ ______________	$ ______________
total area in square feet	______________ sq. ft.	______________ sq. ft.
selling area in square feet	______________ sq. ft.	______________ sq. ft.
selling area, in square feet, of the non-food sections (general merchandise including HABA)	______________ sq. ft.	______________ sq. ft.

II. Costs and Capital Investment

6. Regardless of who paid for it, what was the cost of any structural change? $

7. Including installation costs, what was the cost for the store equipment, fixtures and store decorations added during remodeling (refrigerated cases, display shelves, registers, signs, carpeting, wall treatments, furnishings, etc.)? $

8. Please list any other costs involved in remodeling the store not included above $

9. What was the *total* capital investment for remodeling the store *excluding* only opening inventory and operating start-up costs? $

III. Energy

10. When remodeling the store, what specific changes were made to increase energy efficiency? (please check as many as apply)

- Reduced light levels ☐
- Added energy controls of any type ☐
- Changed to more efficient refrigeration cases ☐
- Altered HVAC system to increase efficiency ☐
- Added double doors to front entrance ☐
- Added loading dock enclosure ☐
- Reduced ceiling height ☐
- No changes made ☐

IV. Factual Information

11. Please check what the annual sales volume of your company will be in 1979 (approximately).

- Under $10 million ☐
- from $10 to $30 million ☐
- from $30 to $100 million ☐
- from $100 to $250 million ☐
- from $250 to $500 million ☐
- over $500 million ☐

12. Does your company operate:

- fewer than 11 retail stores? ☐
- 11 or more retail stores? ☐

Facts About Stores Closed in 1979

Please complete one questionnaire for each store closed in 1979. If more than one store of the same size and format was closed in 1979, you may complete one questionnaire for each group of similar stores closed, however, please indicate the number of stores summarized on each questionnaire.

Number of stores summarized on this questionnaire. ____________

If you have any questions about completing the questionnaire, please call the research department of FMI—202/452-8444.

1. In what state was the store closed? .... ____________

2. How many years did your company operate the store? .... ____________

3. Was the store in a: (check one)

   1) regional shopping center (a planned center with at least *two* major department or discount stores)? .... ☐ 1

   2) community shopping center (a planned center dominated by *one* large department or discount store)? .... ☐ 2

   3) neighborhood shopping center (a planned center with more than one store but dominated by the supermarket)? .... ☐ 3

   4) free standing (a store located by itself or in an unplanned shopping area)? .... ☐ 4

4. Was the store a: (check one)

   1) conventional supermarket (sells a standard assortment of merchandise in the traditional way)? .... ☐ 1

   2) super store (provides an expanded and upgraded selection of both food and non-food items)? ... ☐ 2

   3) combination store (a supermarket with a pharmacy using common checkouts and at least 25% of the total selling area devoted to general merchandise)? .... ☐ 3

   4) limited assortment store (carries less than 1000 items and offers few if any perishables with a "no-frills" shopping environment)? .... ☐ 4

   5) warehouse store (uses utilitarian fixtures and emphasizes lower prices at the expense of customer service)? .... ☐ 5

   6) food department (a separate department located in a general merchandise store)? .... ☐ 6

5. What was the *total* area, in square feet, of the entire store? .... ____________

6. What was the *selling* area, in square feet, of the store? .... ____________

7. What was the average weekly sales volume for the store when it closed?
   (If the actual data is no longer available, give an approximate sales volume.) ____________

8. Please check the main reasons for closing the store: (check as many as apply)

- poor profits ☐ 1
- low sales volume ☐ 2
- replaced by another store in the same area ☐ 3
- building was too small ☐ 4
- building was old/in poor condition ☐ 5
- did not renew lease ☐ 6
- high crime rate/neighborhood undesirable ☐ 7
- withdrawal from market ☐ 8
- other ________________ (please specify) ☐ 9

9. Please check what the status of the building is now: (check one)

- another food store ☐ 1
- another retail operation ☐ 2
- another business operation ☐ 3
- vacant ☐ 4
- destroyed ☐ 5
- other ________________ (please specify) ☐ 6

10. Please check what the annual sales volume of your company will be in 1979 (approximately):

- under $10 million ☐ 1
- from $10 to $30 million ☐ 2
- from $30 to $100 million ☐ 3
- from $100 to $250 million ☐ 4
- from $250 to $500 million ☐ 5
- over $500 million ☐ 6

11. Does your company operate

- fewer than 11 retail stores? ☐ 1
- 11 or more retail stores? ☐ 2

Your participation and cooperation is greatly appreciated. Please indicate the number of additional copies (up to 10) of the final report you would like to receive: ________________

Name ________________

Title ________________

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Foreword

The purpose of "Facts About New Supermarkets Opened in 1979" is to present a composite of store construction and operational developments within the food marketing industry. This data, gathered by a survey of FMI members, covers new stores, as well as those remodeled, acquired and closed during 1979.

"Facts, 1979" analyzes important data on new store size, sales, building costs, lease/rental arrangements, and specialty departments; examines factors precipitating store closings; and contains coverage for acquired and remodeled stores including size and sales comparisons.

With the rising concern for increasing energy costs, "Facts, 1979" has expanded the section on energy efficiency measures and practices incorporated in new and remodeled supermarkets.

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*Denotes Tables New for 1979

INDUSTRY STORE DEVELOPMENT

An initial survey of Food Marketing Institute's North American members supplied the data for industry store activity in 1979 as presented in Table 1. A total of 442 companies, representing 12,617 supermarkets, responded to this survey.

TABLE 1
Percent of Stores Undergoing Change in 1979

New Stores Opened	4.9%
Acquired through Purchase/Merger	2.9%
Major Remodeled Stores ($50,000 or more)	6.4%
Minor Remodeled Stores (Less than $50,000)	6.4%
Stores Closed	4.8%

The Sample

In a second, more detailed survey, data for 271 newly opened stores in 1979 were supplied by 54 companies. Eighty-eight companies responded to the "remodeled" questionnaire, supplying data for 157 remodeled stores and 25 companies sent in data for 96 acquired stores. Data for 137 closed stores were supplied by 43 companies.

Firms with retail annual sales over $500 million reported the greatest number of stores opened, closed, and remodeled. Companies with annual sales of $250 to 500 million reported a third of all acquired stores. Details for company sales, location of stores, geographic regions, and store types can be found in the appropriate sections.

STORES OPENED IN 1979

Over three quarters of all new stores were located in community and neighborhood shopping centers. The Southern region opened the majority (55 percent) of new stores.

This year, conventional stores dominated store development with 61 percent of all stores opened. This is a change from 1978 when the super store was the predominate store type.

In the West, the most popular store was the combination store. In the North Central region, the super store was the principal store type. The leading store type in the Southern region was the conventional store.

TABLE 2
Annual Sales Volume of Company

		LOCATION OF STORE				GEOGRAPHIC LOCATION				
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	270	7	111	93	54	21	148	66	28	6
UNDER $10 MILLION	1.8	-	-	1.1	7.4	-	1.4	4.5	-	-
$10 - $30 MILLION	1.5	-	1.8	-	3.7	-	.7	1.5	7.1	-
$30 - $100 MILLION	5.2	-	1.8	7.5	9.3	9.5	2.7	9.1	-	33.3
$100 - $250 MILLION	5.9	-	5.4	9.7	1.9	4.8	8.8	1.5	3.6	-
$250 - $500 MILLION	12.6	71.4	5.4	6.4	22.2	61.9	2.0	18.2	3.6	66.7
OVER $500 MILLION	73.0	28.6	85.6	75.3	55.5	23.8	84.4	65.2	85.7	-

TABLE 3
Geographic Region of Store

		COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)						STORE TYPE			
	ALL STORES	UNDER 10	10-30	30-100	100-250	250-500	OVER 500	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
ALL STORES	270	5	4	14	16	33	197	165	66	27	6
NORTHEAST	7.8	-	-	14.3	5.3	39.4	2.5	7.9	3.0	3.7	-
SOUTH	54.8	40.0	25.0	28.6	81.3	9.1	63.5	76.4	24.3	14.8	16.7
NORTH CENTRAL	24.8	60.0	25.0	42.8	6.2	36.4	21.8	10.3	68.2	7.4	50.0
WEST	10.4	-	50.0	-	6.2	3.0	12.2	1.8	4.5	74.1	33.3
CANADA	2.2	-	-	14.3	-	12.1	-	3.6	-	-	-

TABLE 4A
Location of Store

		COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	UNDER 10	10-30	30-100	100-250	250-500	OVER 500
ALL STORES	266	5	4	14	16	29	197
REGIONAL SHOPPING CENTER	2.7	-	-	-	-	17.2	1.0
COMMUNITY SHOPPING CENTER	41.7	-	50.0	14.3	37.5	20.7	48.2
NEIGHBORHOOD SHOPPING CENTER	35.3	20.0	-	50.0	56.3	20.7	35.6
FREE STANDING	20.3	80.0	50.0	35.7	6.2	41.4	15.2

TABLE 4B
Location of Store

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	266	166	66	27	6	16	148	67	28	6
REGIONAL SHOPPING CENTER	2.7	3.0	3.0	-	-	18.8	.7	3.0	-	-
COMMUNITY SHOPPING CENTER	41.7	27.7	66.7	63.0	66.7	25.0	33.1	58.2	64.3	16.7
NEIGHBORHOOD SHOPPING CENTER	35.3	44.6	16.7	29.6	-	50.0	43.9	13.4	35.7	33.3
FREE STANDING	20.3	24.7	13.6	7.4	33.3	6.2	22.3	25.4	-	50.0

TABLE 4C
Location of Store

		STORE SIZE					
	ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
ALL STORES	266	2	9	61	78	64	52
REGIONAL SHOPPING CENTER	2.7	-	-	1.6	2.6	6.3	-
COMMUNITY SHOPPING CENTER	41.7	-	11.1	32.8	44.9	60.9	30.8
NEIGHBORHOOD SHOPPING CENTER	35.3	50.0	22.2	37.7	30.7	28.1	50.0
FREE STANDING	20.3	50.0	66.7	27.9	21.8	4.7	19.2

SIZE OF NEW STORES OPENED IN 1979

Store Area

Store size in 1979 was similar to 1977, but smaller than reported last year. This decrease in size is related to a shift in store type reported for 1978. The average store opened in 1979 was 27,400 square feet. However, the proportion of the total area used for selling increased. This resulted in only a modest reduction in selling area.

Typical new stores in three regions, the West, the North Central and the Northeast, were over 30,000 square feet. In sharp contrast, Canada's new stores averaged 16,400 square feet.

The largest stores were combination and warehouse stores.

TABLE 5

Average Size of New Supermarkets

(in square feet)

	1975	1976	1977	1978	1979
Total Area	24,360	29,056	27,504	29,707	27,400
Selling Area	17,000	20,444	19,395	21,280	20,550
Ratio of Selling Area to Total Area	70%	70%	71%	72%	75%

Parking

The number of parking stalls per supermarket varied considerably, from a low of 135 to a high of 680 stalls. Stores averaged 273 stalls per supermarket.

General Merchandise

The shift in the predominate store type from super stores in 1978 to conventional stores in 1979 and the associated reduction in new store area played an important role in the reported decrease in general merchandise in 1979.

TABLE 6A
Square Feet of Total Area of Store

		COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)						GEOGRAPHIC LOCATION				
	ALL STORES	UNDER 10	10-30	30-100	100-250	250-500	OVER 500	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	271	5	4	14	16	34	197	21	148	67	28	6
UNDER 12,500 SQUARE FT.	.7	20.0	-	7.2	-	-	-	-	.7	1.5	-	-
12,500 - 17,499 SQ. FT.	3.3	20.0	25.0	7.1	-	8.8	1.0	4.8	1.3	4.5	-	50.0
17,500 - 22,499 SQ. FT.	22.5	60.0	-	14.3	56.3	20.6	20.3	-	36.5	4.5	-	50.0
22,500 - 27,499 SQ. FT.	28.8	-	25.0	7.1	12.5	14.7	35.0	14.3	37.2	28.3	3.6	-
27,500 - 32,499 SQ. FT.	25.5	-	-	14.3	12.5	35.3	26.9	66.6	7.4	44.8	50.0	-
32,500 AND OVER	19.2	-	50.0	50.0	18.7	20.6	16.8	14.3	16.9	16.4	46.4	-

TABLE 6B
Average Square Feet of Total Area of Store
(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	270	6	111	94	54	165	66	27	6
NORTHEAST	21	3	4	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	67	-	39	9	17	17	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	265	7	111	93	54				
CONVENTIONAL	166	5	46	74	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 6C

Average Square Feet of Total Area of Store

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	27400	29828	27400	27400	25000	24000	30979	36800	37000
GEOGRAPHIC LOCATION									
NORTHEAST	30220	29828	32762	30220	-	30220	-	-	-
SOUTH	24000	-	23500	25168	21800	24000	27626	45500	-
NORTH CENTRAL	30979	-	30979	30728	26900	26900	30979	-	38000
WEST	30800	-	30000	35450	-	30000	30300	36800	-
CANADA	16400	-	-	-	18125	16400	-	-	-
TYPE OF STORE									
CONVENTIONAL	24000	29828	24500	25250	21800				
SUPER STORE	30979	-	30979	30800	30400				
COMBINATION	36800	-	30000	41650	-				
WAREHOUSE	37000	-	37000	-	-				

TABLE 7A

Average Square Feet of Selling Area of Store

(Number of Stores in Each Category)

	ALL STORES	LOCATION OF STORES: REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	STORE TYPE: CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	269	6	111	93	54	164	66	27	6
NORTHEAST	21	3	4	8	-	1[illegible]	-	-	-
SOUTH	148	-	49	65	33	12[illegible]	16	4	-
NORTH CENTRAL	66	-	39	8	17	16	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	264	7	111	92	54				
CONVENTIONAL	165	5	46	73	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 7B

Average Square Feet of Selling Area of Store

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	20550	21565	20550	20550	17321	18000	22730	27000	28788
GEOGRAPHIC LOCATION									
NORTHEAST	22000	21601	23094	22500	-	21601	-	-	-
SOUTH	18000	-	17500	18450	16350	18000	21080	36500	-
NORTH CENTRAL	21783	-	22730	21820	17321	17321	22730	-	29575
WEST	22463	-	21000	26631	-	22300	22463	27000	-
CANADA	11068	-	-	-	12136	11068	-	-	-
TYPE OF STORE									
CONVENTIONAL	18000	21601	19500	18000	16350				
SUPER STORE	22730	-	22730	23025	19700				
COMBINATION	27000	-	21000	32899	-				
WAREHOUSE	28788	-	28038	-	-				

TABLE 8A

Average Number of Parking Stalls

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	265	6	111	89	54	164	62	27	6
NORTHEAST	20	3	4	7	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	65	-	39	7	17	16	44	-	3
WEST	26	-	18	8	-	3	-	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	260	7	111	88	54				
CONVENTIONAL	165	5	46	73	41				
SUPER STORE	62	-	44	7	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 8B
Average Number of Parking Stalls
(Medians)

	ALL STORES	LOCATION OF STORES REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	STORE TYPE CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
ALL STORES	273	216	306	275	213	271	500	300	165
GEOGRAPHIC LOCATION									
NORTHEAST	235	150	410	410	-	169	-	-	-
SOUTH	273	-	276	311	248	275	308	363	-
NORTH CENTRAL	500	-	680	202	200	202	680	-	285
WEST	302	-	250	571	-	397	-	300	-
CANADA	138	-	-	-	135	136	-	-	-
TYPE OF STORE									
CONVENTIONAL	271	166	276	270	202				
SUPER STORE	500	-	680	263	200				
COMBINATION	300	-	250	571	-				
WAREHOUSE	165	-	161	-	-				

TABLE 8C
Average Number of Parking Stalls per Typical Supermarket

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	266	165	62	27	5	20	148	65	26	6
NUMBER OF STALLS	338	282	501	369	191	288	307	438	335	156

TABLE 8D
Average Number of Parking Stalls per Typical Supermarket

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	266	2	9	61	78	67	49	7	111	89	54
NUMBER OF STALLS	338	38	122	221	306	431	451	421	394	345	211

TABLE 9A
Type of Parking Lot Arrangement

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
TYPE OF PARKING LOT:	270	166	65	27	6	20	148	67	28	6
SHARED WITH OTHER BUSINESSES	77.0	72.9	83.1	92.6	33.3	95.0	77.0	70.1	89.3	33.3
SUPER MARKET CUSTOMERS ONLY	23.0	27.1	16.9	7.4	66.7	5.0	23.0	29.9	10.7	66.7

TABLE 9B
Type of Parking Lot Arrangement

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
TYPE OF PARKING LOT:	270	2	9	61	78	69	51	7	111	93	54
SHARED WITH OTHER BUSINESSES	77.0	50.0	11.1	72.1	76.9	91.3	76.5	100.0	96.4	95.7	-
SUPER MARKET CUSTOMERS ONLY	23.0	50.0	88.9	27.9	23.1	8.7	23.5	-	3.6	4.3	100.0

TABLE 10A

Average Percent of General Merchandise in Selling Area

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	96	5	25	30	31	42	25	18	6
NORTHEAST	12	3	3	-	-	6	-	-	-
SOUTH	31	-	8	11	12	14	12	4	-
NORTH CENTRAL	30	-	4	8	16	15	10	-	3
WEST	19	-	9	10	-	3	3	11	-
CANADA	4	-	-	-	3	4	-	-	-
TYPE OF STORE	92	6	25	30	31				
CONVENTIONAL	43	5	4	14	20				
SUPER STORE	25	-	9	8	7				
COMBINATION	18	-	8	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 10B
Average Percent of General Merchandise in Selling Area
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	7	8	21	16	5	6	17	27	6
GEOGRAPHIC LOCATION									
NORTHEAST	4	9	10	-	-	10	-	-	-
SOUTH	13	-	15	7	16	7	24	37	-
NORTH CENTRAL	6	-	4	11	6	6	4	-	3
WEST	22	-	22	35	-	10	34	22	-
CANADA	6	-	-	-	5	6	-	-	-
TYPE OF STORE									
CONVENTIONAL	6	9	9	7	6				
SUPER STORE	17	-	5	31	16				
COMBINATION	27	-	22	36	-				
WAREHOUSE	6	-	6	-	-				

SALES OF NEW STORES OPENED IN 1979

Average Weekly Sales

With the reduction in reported store size, average weekly store sales decreased from $137,843 in 1978 to $114,165 in 1979. Although Northeast sales also dropped, this area continued to lead all regions with sales of $180,250. Canada reported the lowest sales at $48,713.

TABLE 11

Sales of New Supermarkets

	1975	1976	1977	1978	1979
Average Weekly Sales	$76,999	$98,000	$95,000	$137,843	$114,165
Sales per Square Foot of Total Area	$3.19	$3.45	$3.48	$4.29	$4.17
Sales per Square Foot of Selling Area	$4.50	$4.78	$4.92	$5.64	$5.56

Sales per Square Foot

The average sales per square foot of total area fell to $4.17 in 1979 from $4.29 in 1978, but three regions, the Northeast, the West and the North Central, showed gains from the preceeding year. The West experienced considerable increases from $3.82 in 1978 to $5.67 in 1979.

Sales per Customer Transaction

There were minimal decreases in the average sales per customer transaction in 1979 from the preceding year. The warehouse store had more than double the size of sales reported by most other store types. The lowest average transaction was reported in the North Central region, $11.50.

General Merchandise

With the change in the predominant store type and the decrease in selling space devoted to general merchandise, general merchandise as a percent of weekly sales also declined from 1978. Only stores in the West and the North Central regions reported an increase.

TABLE 12A
Average Weekly Sales
(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	269	6	110	94	54	165	66	26	6
NORTHEAST	20	3	3	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	67	-	39	9	17	17	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	264	7	110	93	54				
CONVENTIONAL	166	5	46	74	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	26	-	16	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 12B
Average Weekly Sales
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WAREHOUSE
ALL STORES	114165	127500	155384	110000	96000	100000	155384	172500	164000
GEOGRAPHIC LOCATION									
NORTHEAST	180250	127500	165500	180250	-	155000	-	-	-
SOUTH	100000	-	90832	105260	96000	100000	105260	240000	-
NORTH CENTRAL	158000	-	200000	98000	153000	145000	200000	-	170000
WEST	170000	-	170000	160000	-	140000	110000	170000	-
CANADA	48713	-	-	-	55225	48713	-	-	-
TYPE OF STORE									
CONVENTIONAL	100000	140500	98000	100000	90832				
SUPER STORE	155384	-	200000	110000	105260				
COMBINATION	172500	-	170000	167500	-				
WAREHOUSE	164000	-	164000	-	-				

TABLE 13A

Average Weekly Sales per Square Foot of Total Area

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	269	6	110	94	54	165	66	26	6
NORTHEAST	20	3	3	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	67	-	39	9	17	17	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	264	7	110	93	54				
CONVENTIONAL	166	5	46	74	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	26	-	16	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 13B
Average Weekly Sales per Square Foot of Total Area
(Medians)

	ALL STORES	LOCATION OF STORES				STORE TYPE			
		REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	4.17	4.59	4.94	4.15	4.17	4.19	5.92	5.67	4.44
GEOGRAPHIC LOCATION									
NORTHEAST	5.96	5.22	6.51	5.96	-	5.37	-	-	-
SOUTH	4.17	-	4.18	4.15	-	4.18	3.46	5.27	-
NORTH CENTRAL	5.92	-	6.46	3.49	5.33	4.59	6.46	-	4.72
WEST	5.67	-	5.67	3.99	-	4.67	3.57	5.67	-
CANADA	3.14	-	-	-	3.22	3.14	-	-	-
TYPE OF STORE									
CONVENTIONAL	4.19	5.22	4.18	4.15	4.17				
SUPER STORE	5.92	-	6.46	3.57	4.18				
COMBINATION	5.67	-	5.67	3.99	-				
WAREHOUSE	4.44	-	4.44	-	-				

TABLE 14A
Average Weekly Sales per Square Foot of Selling Area
(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	268	6	110	93	54	164	66	26	6
NORTHEAST	20	3	3	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	66	-	39	8	17	16	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	263	7	110	92	54				
CONVENTIONAL	165	5	46	73	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	26	-	16	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 14B
Average Weekly Sales per Square Foot of Selling Area
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	5.56	5.90	6.80	5.53	5.56	5.58	8.11	8.10	5.86
GEOGRAPHIC LOCATION									
NORTHEAST	8.01	7.18	9.44	8.01	-	7.66	-	-	-
SOUTH	5.56	-	5.59	5.51	5.56	5.58	4.47	6.62	-
NORTH CENTRAL	8.11	-	8.80	4.51	7.62	7.69	8.90	-	5.96
WEST	8.10	-	8.10	5.20	-	6.37	4.90	8.10	-
CANADA	4.65	-	-	-	4.75	4.65	-	-	-
TYPE OF STORE									
CONVENTIONAL	5.58	6.74	5.59	5.53	5.56				
SUPER STORE	8.11	-	8.80	4.90	5.71				
COMBINATION	8.10	-	8.10	5.20	-				
WAREHOUSE	5.86	-	5.86	-	-				

TABLE 15

Average Sales per Square Foot by Store Size

		STORE SIZE					
	ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
SALES PER SQ. FOOT	269	2	9	61	78	69	50
AVERAGE SALES	6.52	4.00	5.00	5.55	6.37	7.56	6.90

TABLE 16A
Average Sales per Customer Transaction
(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WAREHOUSE
GEOGRAPHIC LOCATION	260	6	110	91	53	162	66	26	6
NORTHEAST	15	3	4	7	-	12	-	-	-
SOUTH	145	-	48	64	32	125	16	3	-
NORTH CENTRAL	66	-	39	8	17	16	45	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	261	7	110	91	53				
CONVENTIONAL	163	5	45	72	41				
SUPER STORE	66	-	44	11	9				
COMBINATION	26	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 16B
Average Sales per Customer Transaction
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	12.00	15.50	12.00	12.60	12.10	11.90	11.50	15.00	25.75
GEOGRAPHIC LOCATION									
NORTHEAST	16.90	16.50	19.46	16.90	-	16.90	-	-	-
SOUTH	12.00	-	12.05	11.88	12.10	12.00	11.46	13.50	-
NORTH CENTRAL	11.50	-	11.50	15.65	11.32	11.75	11.50	-	26.50
WEST	15.00	-	15.50	13.30	-	14.20	12.60	15.00	-
CANADA	13.18	-	-	-	20.14	13.18	-	-	-
TYPE OF STORE									
CONVENTIONAL	11.90	16.50	12.00	12.27	12.10				
SUPER STORE	11.50	-	11.50	12.59	11.50				
COMBINATION	15.00	-	15.00	13.30	-				
WAREHOUSE	25.75	-	20.88	-	-				

TABLE 17

Average Sales per Customer Transaction (in Dollars) by Store Size

	ALL STORES	STORE SIZE UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
SALES PER CUSTOMER TRANSACTION	261	-	8	61	77	63	51
AVERAGE SALES	13.50	-	11.95	11.54	12.65	13.48	17.48

TABLE 18A
Average Percent of General Merchandise in Average Weekly Sales
(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WAREHOUSE
GEOGRAPHIC LOCATION	189	-	61	74	51	139	27	17	6
NORTHEAST	7	-	-	6	-	5	-	-	-
SOUTH	132	-	48	51	31	113	12	4	-
NORTH CENTRAL	29	-	3	7	17	14	10	-	3
WEST	19	-	9	10	-	3	3	11	-
CANADA	4	-	-	-	3	4	-	-	-
TYPE OF STORE	189	-	61	74	51				
CONVENTIONAL	139	-	41	56	40				
SUPER STORE	27	-	9	10	7				
COMBINATION	17	-	7	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 18B
Average Percent of General Merchandise in Average Weekly Sales
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	5	-	5	5	5	5	8	12	5
GEOGRAPHIC LOCATION									
NORTHEAST	6	-	-	6	-	6	-	-	-
SOUTH	5	-	5	5	5	5	11	17	-
NORTH CENTRAL	7	-	5	10	8	9	7	-	5
WEST	12	-	11	18	-	12	19	12	-
CANADA	5	-	-	-	5	5	-	-	-
TYPE OF STORE									
CONVENTIONAL	5	-	5	5	5				
SUPER STORE	8	-	7	14	8				
COMBINATION	12	-	12	18	-				
WAREHOUSE	5	-	5	-	-				

FRONT END OF STORES OPENED IN 1979

Checkouts

Reflecting the change in store size, the average number of checkouts per store decreased from 9 in 1978 to 8 in 1979. Almost two-thirds of the stores reported an average of eight checkouts.

Over-the-counter is again the most popular type of checkstand.

Sales per Checkout

The average sales per checkout for 1979 was $14,271, a bit lower than the 1978 average of $14,687.

Thirty-two percent of all stores had sales of over $18,000 per checkout per week.

The West and the North Central showed considerable gains in sales per checkout while the other regions remained fairly consistant. Conventionals experienced a minimal decrease but super stores had a dramatic gain ($13,800 in 1978 to $19,400 in 1979).

Scanning

This year almost 90 percent of all new electronic cash registers can be upgraded to scanning. Thirty percent of all new stores reported having scanners.

TABLE 19

Checkouts in Store by Store Size

		STORE SIZE					
	ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
TOTAL	269	2	9	61	78	67	52
UNDER 5	1.5	100.0	22.2	-	-	-	-
5	3.0	-	55.6	4.9	-	-	-
6	3.7	-	-	13.1	-	-	3.8
7-8	63.2	-	22.2	80.3	94.9	64.2	3.8
9-10	16.0	-	-	1.7	-	31.3	40.4
11-12	8.2	-	-	-	-	3.0	38.5
13 AND OVER	4.4	-	-	-	5.1	1.5	13.5
TYPE OF CHECKOUTS: (FOOD AND GENERAL MERCHANDISE)	260	2	9	61	78	60	50
COMMON	100.0	100.0	100.0	100.0	100.0	100.0	100.0
SEPARATE	-	-	-	-	-	-	-

TABLE 20A

Average Number of Checkouts

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	268	6	111	92	54	165	64	27	6
NORTHEAST	21	3	4	8	-	13	-	-	-
SOUTH	148	-	49	65	33	126	16	4	-
NORTH CENTRAL	67	-	39	9	17	17	45	-	3
WEST	26	-	18	8	-	3	-	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	263	7	111	91	54				
CONVENTIONAL	166	5	46	74	41				
SUPER STORE	64	-	44	9	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 20B

Average Number of Checkouts

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	8	8	8	8	8	8	8	9	8
GEOGRAPHIC LOCATION									
NORTHEAST	10	8	11	10	-	9	-	-	-
SOUTH	8	-	8	8	8	8	8	12	-
NORTH CENTRAL	8	-	8	7	8	8	8	-	9
WEST	9	-	9	10	-	7	-	9	-
CANADA	6	-	-	-	6	6	-	-	-
TYPE OF STORE									
CONVENTIONAL	8	9	8	8	8				
SUPER STORE	8	-	8	9	8				
COMBINATION	9	-	9	11	-				
WAREHOUSE	8	-	8	-	-				

TABLE 21

Sales per Checkout by Store Size

		STORE SIZE					
	ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
ALL STORES	268	2	9	61	78	67	51
UNDER $8,000	1.9	50.0	22.2	1.7	-	-	2.0
$8,000 - $9,999	3.7	-	22.2	6.6	3.8	1.5	-
$10,000 - $11,999	22.4	50.0	44.5	72.1	7.7	4.5	3.9
$12,000 - $13,999	18.3	-	11.1	16.4	35.9	4.5	13.7
$14,000 - $15,999	17.2	-	-	1.6	35.9	19.4	7.9
$16,000 - $17,999	3.7	-	-	1.6	-	3.0	13.7
$18,000 AND OVER	32.8	-	-	-	16.7	67.1	58.8

TABLE 22A

Average Weekly Sales per Checkout

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	267	6	110	92	54	165	64	26	6
NORTHEAST	20	3	3	8	-	13	-	-	-
SOUTH	148	-	49	55	33	126	16	4	-
NORTH CENTRAL	67	-	39	9	17	17	45	-	3
WEST	26	-	18	8	-	3	-	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	262	7	110	91	54				
CONVENTIONAL	166	5	46	74	41				
SUPER STORE	64	-	44	9	9				
COMBINATION	26	-	16	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 22B

Average Weekly Sales per Checkout

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	14271	15611	18639	13024	12600	12500	19423	18889	19078
GEOGRAPHIC LOCATION									
NORTHEAST	18207	15938	21000	18025	-	18025	-	-	-
SOUTH	12500	-	12917	11354	12341	10312	12629	20871	-
NORTH CENTRAL	19423	-	25000	12000	13000	12000	25000	-	28333
WEST	18889	-	18889	16000	-	20000	-	18889	-
CANADA	8822	-	-	-	9204	8822	-	-	-
TYPE OF STORE									
CONVENTIONAL	12500	15625	13000	12250	11769				
SUPER STORE	19423	-	25000	13486	15037				
COMBINATION	18889	-	18889	16000	-				
WAREHOUSE	19078	-	19078	-	-				

TABLE 23A
Electronic Cash Registers

	ALL STORES	STORE SIZE UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
ALL STORES	268	2	9	61	76	69	51
STORE HAS ELECTRONIC CASH REGISTERS	98.5	50.0	88.9	98.4	98.7	100.0	100.0
STORE DOES NOT HAVE ELECTRONIC CASH REGISTERS	1.5	50.0	11.1	1.6	1.3	-	-
MODEL TYPE	264	-	8	60	75	69	51
STAND ALONE	12.5	-	75.0	25.0	4.0	1.4	15.7
CONNECTED TO IN-STORE COMPUTER	56.8	-	25.0	40.0	66.7	81.2	35.3
EQUIPPED WITH FRONT-END SCANNERS	30.7	-	-	35.0	29.3	17.4	49.0
EQUIPPED WITH ELECTRONIC SCALES	271	2	9	61	78	69	52
YES	36.2	-	100.0	18.0	16.7	42.0	69.2
NO	63.8	100.0	-	82.0	83.3	58.0	30.8

TABLE 23B

Electronic Cash Registers

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	268	164	65	27	6	21	146	67	27	6
STORE HAS ELECTRONIC CASH REGISTERS	98.5	97.6	100.0	100.0	100.0	95.2	100.0	95.5	100.0	100.0
STORE DOES NOT HAVE ELECTRONIC CASH REGISTERS	1.5	2.4	-	-	-	4.8	-	4.5	-	-
MODEL TYPE	264	160	65	27	6	20	146	64	27	6
STAND ALONE	12.5	14.4	13.9	-	16.7	15.0	15.1	3.1	-	100.0
CONNECTED TO IN-STORE COMPUTER	56.8	45.0	76.9	85.2	-	50.0	44.5	81.3	85.2	-
EQUIPPED WITH FRONT-END SCANNERS	30.7	40.6	9.2	14.8	83.3	35.0	40.4	15.6	14.8	-
EQUIPPED WITH ELECTRONIC SCALES	271	166	66	27	6	21	149	67	28	6
YES	36.2	25.9	28.8	100.0	66.7	90.5	17.6	28.4	96.4	100.0
NO	63.8	74.1	71.2	-	33.3	9.5	82.4	71.6	3.6	-

TABLE 24A
Checkouts

	ALL STORES	STORE SIZE UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
CHECKOUT CAN BE UPGRADED TO SCANNING SYSTEM	197	-	9	40	54	55	38
YES	89.3	-	66.7	85.0	94.4	98.2	81.6
NO	10.7	-	33.3	15.0	5.6	1.8	18.4

TABLE 24B
Checkouts

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
CHECKOUT CAN BE UPGRADED TO SCANNING SYSTEM	197	113	60	23	-	13	97	57	24	6
YES	89.3	92.0	81.7	100.0	-	76.9	86.6	96.5	95.8	66.7
NO	10.7	8.0	18.3	-	-	23.1	13.4	3.5	4.2	33.3

TABLE 25A
Type of Checkstand

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
TOTAL	266	2	9	61	78	65	51	7	111	90	53
OVER-THE-END	8.6	-	11.1	8.2	5.1	18.5	2.0	42.8	4.5	7.8	5.7
OVER-THE COUNTER	51.9	50.0	55.6	77.1	71.8	23.1	27.5	14.3	39.7	63.3	67.9
DOUBLE BELT	19.9	-	-	1.6	21.8	41.5	15.7	28.6	34.2	6.7	13.2
SINGLE BELT	5.6	-	22.2	11.5	-	1.5	9.8	14.3	6.3	1.1	11.3
LAZY SUSAN	11.7	-	11.1	1.6	-	15.4	37.2	-	14.4	16.7	-
OTHER	2.3	50.0	-	-	1.3	-	7.8	-	.9	4.4	1.9
METHOD OF UNLOADING CART	266	2	9	61	78	64	52	7	111	94	54
CUSTOMER UNLOAD	43.2	-	44.4	14.8	29.5	78.1	55.8	100.0	60.4	25.5	31.5
CHECKER UNLOAD	56.8	100.0	55.6	85.2	70.5	21.9	44.2	-	39.6	74.5	68.5

TABLE 25B
Type of Checkstand

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVEN TIONAL	SUPER STORE	COMBI- NATION	WARE- HOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
TOTAL	266	161	66	27	6	17	148	66	28	6
OVER-THE-END	8.6	6.8	9.1	-	16.7	58.8	4.7	7.6	3.6	-
OVER-THE COUNTER	51.9	76.4	13.6	22.2	-	17.7	78.4	19.7	21.4	-
DOUBLE BELT	19.9	4.4	66.7	3.7	16.7	17.6	3.4	62.1	10.7	-
SINGLE BELT	5.6	4.3	6.1	7.4	33.3	5.9	3.4	6.1	3.6	66.7
LAZY SUSAN	11.7	8.1	3.0	59.3	-	-	7.4	1.5	60.7	33.3
OTHER	2.3	-	1.5	7.4	33.3	-	2.7	3.0	-	-
METHOD OF UNLOADING CART	266	166	66	27	6	16	148	67	28	6
CUSTOMER UNLOAD	43.2	19.3	87.9	70.4	100.0	93.8	12.8	77.6	78.6	100.0
CHECKER UNLOAD	56.8	80.7	12.1	29.6	-	6.2	87.2	22.4	21.4	-

SPECIALTY DEPARTMENTS

The most popular specialty departments were the delicatessen, the courtesy booth, wine, service meat, and the bake-off bakery.

Restaurant, floral, liquor, scratch bakery and pharmacy departments experienced minimal decreases from the preceding year. Only coldspot showed a sizable decrease.

Overall growth was seen for specialty departments in supermarkets.

TABLE 26A

Specialty Departments

	ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
		STORE SIZE					
ALL STORES	259	-	9	53	77	69	51
RESTAURANT/LUNCH COUNTER	12.4	-	11.1	3.8	5.2	11.6	33.3
DELICATESSEN - SERVICE ONLY	13.1	-	11.1	15.1	3.9	4.3	37.3
DELICATESSEN - SELF-SERVICE ONLY	13.9	-	33.3	7.5	-	13.0	39.2
DELICATESSEN - BOTH SERVICE AND SELF-SERVICE	60.7	-	44.4	79.2	92.2	84.1	66.7
COURTESY BOOTH	81.9	-	11.1	61.1	90.9	79.7	84.3
FLORAL/PLANT SHOP	54.1	-	11.1	30.2	46.8	75.4	68.6
WINE	70.7	-	22.2	67.9	80.5	73.9	62.7
LIQUOR	10.4	-	-	1.9	-	17.4	27.5
SERVICE MEAT	64.5	-	-	79.2	85.7	55.1	41.2
FRESH SEAFOOD	34.7	-	-	5.7	18.2	69.6	49.0
SCRATCH (MIX) BAKERY	13.9	-	22.2	3.8	7.8	7.2	41.2
BAKE-OFF (FROZEN DOUGE) BAKERY	60.2	-	11.1	64.9	87.0	50.7	15.7
COMBINATION SCRATCH/ BAKE-OFF BAKERY	16.6	-	11.1	-	3.9	33.3	31.4
COLDSPOT (NO BAKERY ON PREMISES)	2.7	-	-	1.9	-	2.9	7.8
PHARMACY	9.7	-	-	-	-	2.9	45.1

TABLE 26B

Specialty Departments

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	259	156	66	27	5	21	137	66	28	6
RESTAURANT/LUNCH COUNTER	12.4	7.1	16.7	18.5	-	28.6	7.3	15.7	10.7	33.3
DELICATESSEN - SERVICE ONLY	13.1	15.4	9.1	7.4	40.0	19.0	16.1	7.6	3.6	33.3
DELICATESSEN - SELF-SERVICE ONLY	13.9	11.5	1.5	59.3	20.0	-	7.3	4.5	60.7	100.0
DELICATESSEN - BOTH SERVICE AND SELF-SERVICE	80.7	80.5	80.3	77.8	-	57.1	86.9	84.6	67.9	33.3
COURTESY BOOTH	81.9	83.3	86.4	85.2	40.0	42.9	92.0	89.4	60.7	-
FLORAL/PLANT SHOP	54.1	32.1	93.9	96.3	40.0	61.9	31.4	86.4	92.9	-
WINE	70.7	67.3	80.3	77.8	60.0	38.1	75.2	74.2	78.6	-
LIQUOR	10.4	2.6	3.0	70.4	40.0	-	.7	9.1	71.4	-
SERVICE MEAT	64.5	76.3	63.6	11.1	60.0	23.8	84.7	66.7	7.1	-
FRESH SEAFOOD	34.7	14.1	57.6	85.2	40.0	81.0	5.8	55.2	75.0	-
SCRATCH (MIX) BAKERY	13.9	14.7	9.1	22.2	20.0	-	10.2	18.2	28.6	33.3
BAKE-OFF (FROZEN DOUGH) BAKERY	60.2	69.2	69.7	7.4	-	14.3	79.6	62.1	7.1	-
COMBINATION SCRATCH/ BAKE-OFF BAKERY	16.6	3.8	19.7	66.7	20.0	57.1	5.1	12.1	57.1	-
COLDSPOT (NO BAKERY ON PREMISES)	2.7	2.6	1.5	3.7	20.0	9.5	1.5	3.0	3.6	-
PHARMACY	9.7	-	10.6	66.7	-	4.8	5.1	4.5	50.0	-

Reflecting the decrease in store size, average rent dropped from $104,450 in 1978 to $91,739 in 1979. The South and Canada paid the least rent, $75,000 and $73,876, while the West, with the larger stores, had the highest rent, $150,000.

Over 80 percent of all lease terms extended for 20 to 24 years. Usually, store rent was calculated on a fixed minimum amount with a maximum based on a percentage of sale.

Average rent per square foot was lower in 1979 than in 1978 for all categories except combination stores and Western stores. The West and Canada paid the highest rent per square foot of the five regions.

Although Canada paid one of the lowest total rents per store, this region paid the highest rent per square foot.

TABLE 27

Services Provided by the Landlord

	1975	1976	1977	1978	1979
	(234)	(198)	(332)	(194)	(235)
Installation of Heating/ Air Conditioning	74%	87%	83%	91%	96%
Maintenance of Heating/ Air Conditioning	23	12	5	12	63
Installation of Customer Parking	74	89	85	97	99
Maintenance of Customer Parking	46	40	66	52	83
Sprinkler Systems	53	80	77	90	91
Insurance	45	40	19	75	26
Taxes	32	36	22	75	10
Absorbing Tax Increases	12	22	7	28	61

TABLE 28A

Ownership Lease Arrangement

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	269	2	9	59	78	69	52	7	109	94	54
NO RENT PAID	8.9	50.0	11.1	5.1	-	13.0	19.3	-	5.5	7.4	20.4
RENT PAID TO A SUBSIDIARY	6.3	-	11.1	5.1	6.4	2.9	11.5	14.3	.9	6.4	16.7
RENT PAID TO A LANDLORD	84.8	50.0	77.8	89.8	93.6	84.1	69.2	85.7	93.6	86.2	62.9
STORES PAYING RENT	238	-	8	55	74	60	40	6	104	84	39
LEASED FROM AN INDEPENDENT LANDLORD	88.2	-	62.5	83.6	93.2	100.0	72.5	100.0	87.5	98.8	64.1
BUILD-SELL-LEASE BACK ARRANGEMENT	11.8	-	37.5	16.4	6.8	-	27.5	-	12.5	1.2	35.9

TABLE 28B

Ownership Lease Arrangement

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	269	164	66	27	6	21	146	67	28	6
NO RENT PAID	8.9	6.7	13.6	3.7	50.0	9.5	4.1	16.4	17.8	-
RENT PAID TO A SUBSIDIARY	6.3	3.7	12.1	3.7	33.3	9.5	2.7	9.0	3.6	50.0
RENT PAID TO A LANDLORD	84.8	89.6	74.3	92.6	16.7	81.0	93.2	74.6	78.6	50.0
STORES PAYING RENT	238	151	53	25	3	19	139	52	23	6
LEASED FROM AN INDEPENDENT LANDLORD	88.2	92.1	86.8	72.0	33.3	100.0	92.8	86.5	65.2	50.0
BUILD-SELL-LEASE BACK ARRANGEMENT	11.8	7.9	13.2	28.0	66.7	-	7.2	13.5	34.8	50.0

TABLE 29A

Original Term of the Lease

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	238	-	8	56	77	60	36	7	103	81	42
UNDER 10 YEARS	.4	-	-	-	-	-	-	-	-	1.2	-
10 - 14 YEARS	2.9	-	12.5	8.9	-	-	2.8	-	-	7.4	2.4
15 - 19 YEARS	1.7	-	12.5	3.6	-	1.7	-	-	-	3.7	2.4
20 - 24 YEARS	81.1	-	50.0	80.4	96.1	81.7	58.3	71.4	80.6	80.3	83.3
25 - 29 YEARS	6.3	-	25.0	7.1	3.9	1.6	13.9	28.6	2.9	6.2	11.9
30 YEARS OR MORE	7.6	-	-	-	-	15.0	25.0	-	16.5	1.2	-

TABLE 29B

Original Term of the Lease

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	238	152	56	20	4	18	139	54	20	6
UNDER 10 YEARS	.4	-	-	-	-	-	.7	-	-	-
10 - 14 YEARS	2.9	4.0	1.8	-	-	-	4.3	1.9	-	-
15 - 19 YEARS	1.7	2.6	-	-	-	5.6	.7	-	-	33.3
20 - 24 YEARS	81.1	86.8	94.6	5.0	50.0	72.2	92.8	92.6	5.0	-
25 - 29 YEARS	6.3	6.6	1.8	15.0	25.0	22.2	1.5	5.5	5.0	65.7
30 YEARS OR MORE	7.6	-	1.8	80.0	25.0	-	-	-	90.0	-

TABLE 30A

Average Rent*

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	229	5	103	80	41	148	51	26	3
NORTHEAST	13	3	3	7	-	11	-	-	-
SOUTH	133	-	45	58	29	119	9	3	-
NORTH CENTRAL	54	-	37	7	9	11	40	-	-
WEST	23	-	17	6	-	-	-	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	229	6	103	79	41				
CONVENTIONAL	149	5	43	66	35				
SUPER STORE	51	-	41	5	4				
COMBINATION	26	-	17	8	-				
WAREHOUSE	3	-	-	-	-				

*regardless of method of payment.

TABLE 30B
Average Rent*
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	91739	113000	116400	85625	75500	75000	116400	150000	66000
GEOGRAPHIC LOCATION									
NORTHEAST	115000	110000	154600	115000	-	115000	-	-	-
SOUTH	75000	-	75000	85625	7000	75000	77058	162000	-
NORTH CENTRAL	116400	-	116400	160428	93387	93387	116400	-	-
WEST	150000	-	150000	108000	-	-	-	150000	-
CANADA	73875	-	-	-	99290	73875	-	-	-
TYPE OF STORE									
CONVENTIONAL	75000	112000	74500	84613	75000				
SUPER STORE	116400	-	116400	126000	126000				
COMBINATION	150000	-	150000	123120	-				
WAREHOUSE	66000	-	-	-	-				

*regardless of method of payment.

TABLE 31A

Means of Determining Rent

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	248	—	8	58	78	60	43	7	106	86	44
PERCENTAGE OF SALES	1.2	-	12.5	1.7	-	-	2.3	-	-	1.2	4.5
FIXED MINIMUM AMOUNT WITH A MAXIMUM BASED ON A PERCENTAGE OF SALES	85.9	-	62.5	82.8	94.9	88.3	76.7	85.7	97.2	82.5	75.0
FIXED MONTHLY AMOUNT PER SQUARE FOOT	11.3	-	12.5	15.5	3.8	11.7	16.3	14.3	2.8	12.8	18.2
OTHER WAY	1.6	-	12.5	-	1.3	-	4.7	-	-	3.5	2.3

TABLE 31B

Means of Determining Rent

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	248	155	57	26	4	18	143	57	23	6
PERCENTAGE OF SALES	1.2	1.3	1.8	-	-	-	-	1.8	-	33.3
FIXED MINIMUM AMOUNT WITH A MAXIMUM BASED ON A PERCENTAGE OF SALES	85.9	91.0	82.5	84.6	75.0	55.6	89.5	82.4	100.0	66.7
FIXED MONTHLY AMOUNT PER SQUARE FOOT	11.3	7.1	14.0	7.7	25.0	44.4	10.5	8.8	-	-
OTHER WAY	1.6	.6	1.7	7.7	-	-	-	7.0	-	-

TABLE 32A

Amount of Rent Paid

(Fixed Minimum Amount per Year with a Maximum Amount Based on a Percentage of Sales)

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500- 17,499	17,500- 22,499	22,500- 27,499	27,500- 32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE- STANDING
MINIMUM ANNUAL RENT	121	-	7	11	26	43	34	6	63	34	18
UNDER $50,000	2.5	-	28.6	9.1	-	-	-	-	-	-	16.7
$50,000 - $74,999	10.8	-	42.9	27.3	15.4	2.3	5.9	-	6.4	14.7	22.2
$75,000 - $99,999	19.8	-	28.6	45.4	23.1	-	32.4	16.7	9.5	32.3	33.3
$100,000 - $124,999	40.5	-	-	18.2	46.1	69.8	14.7	50.0	57.1	26.5	5.6
$125,000 AND OVER	26.4	-	-	-	15.4	27.9	47.0	33.3	27.0	26.5	22.2
PERCENT OF SALES	115	-	4	8	26	43	34	6	63	34	12
UNDER 1.00	2.6	-	-	-	-	4.7	3.0	-	3.2	3.0	-
1.00 - 1.249	60,9	-	25.0	12.5	88.5	67.4	47.1	66.7	60.3	58.8	66.7
1.25 - 1.499	12.2	-	25.0	62.5	-	4.7	17.6	33.3	9.5	14.7	8.3
1.50 - 1.749	20.8	-	25.0	25.0	3.8	23.2	29.4	-	27.0	17.6	8.3
1.75 AND OVER	3.5	-	25.0	-	7.7	-	2.9	-	-	5.9	16.7

TABLE 32B

Amount of Rent Paid

(Fixed Minimum Amount per Year with a Maximum Amount Based on a Percentage of Sales)

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
MINIMUM ANNUAL RENT	121	48	48	22	3	11	34	48	23	4
UNDER $50,000	2.5	6.3	-	-	-	-	8.8	-	-	-
$50,000 - $74,999	10.8	20.8	2.1	-	66.7	9.1	23.5	2.1	4.4	50.0
$75,000 - $99,999	19.8	39.6	8.3	-	33.3	18.2	41.2	14.6	-	25.0
$100,000 - $124,999	40.5	20.8	72.9	18.2	-	63.6	-	72.9	21.7	25.0
$125,000 AND OVER	26.4	12.5	16.7	81.8	-	9.1	26.5	10.4	73.9	-
PERCENT OF SALES	115	42	48	22	3	11	30	46	23	4
UNDER 1.00	2.6	4.8	2.1	-	-	9.1	-	4.3	-	-
1.00 - 1.249	60.9	59.5	85.4	9.1	66.7	72.7	60.0	91.3	4.4	-
1.25 - 1.499	12.2	9.5	10.4	18.2	33.3	18.2	16.7	2.2	21.7	25.0
1.50 - 1.749	20.8	19.1	-	72.7	-	-	13.3	-	73.9	75.0
1.75 AND OVER	3.5	7.1	2.1	-	-	-	10.0	2.2	-	-

TABLE 33A

Minimum Annual Rent

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	120	5	63	34	18	47	48	22	3
NORTHEAST	11	3	-	6	-	10	-	-	-
SOUTH	34	-	6	17	10	22	9	-	-
NORTH CENTRAL	48	-	37	3	7	10	37	-	-
WEST	23	-	17	6	-	-	-	20	-
CANADA	4	-	-	-	-	4	-	-	-
TYPE OF STORE	121	6	63	34	18				
CONVENTIONAL	48	5	4	26	13				
SUPER STORE	48	-	41	3	3				
COMBINATION	22	-	16	5	-				
WAREHOUSE	3	-	-	-	-				

TABLE 33B
Minimum Annual Rent
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	116400	113000	116400	108000	90194	91750	116400	150000	66000
GEOGRAPHIC LOCATION									
NORTHEAST	112000	110000	-	115000	-	111000	-	-	-
SOUTH	91750	-	75000	91750	70000	91750	75000	-	-
NORTH CENTRAL	116400	-	116400	160428	93387	93387	116400	-	-
WEST	150000	-	150000	108000	-	-	-	150000	-
CANADA	72476	-	-	-	-	72476	-	-	-
TYPE OF STORE									
CONVENTIONAL	91750	112000	79676	91750	87000				
SUPER STORE	116400	-	116400	129200	126000				
COMBINATION	150000	-	150000	108000	-				
WAREHOUSE	66000	-	-	-	-				

TABLE 34A

Average Rent per Square Foot

(Number of Stores in Each Category)

	ALL STORES	LOCATION OF STORES				STORE TYPE			
		REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	229	5	103	80	41	148	51	26	-
NORTHEAST	13	3	3	7	-	11	-	-	-
SOUTH	133	-	45	58	29	119	9	3	-
NORTH CENTRAL	54	-	37	7	9	11	40	-	-
WEST	23	-	17	6	-	-	-	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	229	6	103	79	41				
CONVENTIONAL	149	5	43	66	35				
SUPER STORE	51	-	41	5	4				
COMBINATION	26	-	17	8	-				
WAREHOUSE	-	-	-	-	-				

TABLE 34B
Average Rent per Square Foot
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	3.13	3.97	3.76	3.13	3.16	3.15	3.76	5.00	-
GEOGRAPHIC LOCATION									
NORTHEAST	3.81	3.70	4.34	3.81	-	3.81	-	-	-
SOUTH	3.13	-	3.10	3.13	3.10	3.13	3.46	3.75	-
NORTH CENTRAL	3.76	-	3.76	4.39	3.73	3.73	3.75	-	-
WEST	5.00	-	5.00	2.69	-	-	-	5.00	-
CANADA	4.79	-	-	-	5.48	4.79	-	-	-
TYPE OF STORE									
CONVENTIONAL	3.15	3.70	3.10	3.13	3.16				
SUPER STORE	3.76	-	3.76	4.17	5.01				
COMBINATION	-	-	-	-	-				
WAREHOUSE	-	-	-	-	-				

TABLE 35A

Services Provided by the Landlord

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	235	-	6	55	72	59	42	7	106	84	33
INSTALLATION OF HEATING AIR-CONDITIONING SYSTEM	95.7	-	100.0	98.2	97.2	96.6	88.1	85.7	98.1	95.2	90.9
MAINTENANCE OF HEATING AIR-CONDITIONING SYSTEM	62.6	-	16.7	81.8	91.7	55.9	4.8	14.3	71.7	57.1	66.7
TAXES	9.8	-	33.3	16.4	2.8	8.5	11.9	-	4.7	14.3	3.0
INCREASES IN TAXES	61.3	-	33.3	80.0	88.9	55.9	2.4	14.3	74.5	48.8	69.7
INSURANCE	26.0	-	16.7	16.4	25.0	49.2	9.5	14.3	37.7	15.5	6.1
INSTALLATION OF CUSTOMER PARKING	99.1	-	100.0	100.0	100.0	100.0	95.2	100.0	99.1	100.0	97.0
MAINTENANCE OF CUSTOMER PARKING	83.4	-	33.3	83.6	94.4	86.4	66.7	42.9	96.2	75.0	69.7
SPRINKLER SYSTEM	90.6	-	50.0	90.9	97.2	91.5	85.7	85.7	99.1	82.1	84.8
OTHER	.9	-	-	-	1.4	1.7	-	14.3	-	1.2	-

TABLE 35B

Services Provided by the Landlord

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	235	144	55	26	4	18	139	49	22	6
INSTALLATION OF HEATING AIR-CONDITIONING SYSTEM	95.7	96.5	94.5	100.0	50.0	88.9	95.4	98.0	90.9	100.0
MAINTENANCE OF HEATING AIR-CONDITIONING SYSTEM	62.6	73.6	72.7	-	25.0	-	79.1	75.5	-	-
TAXES	9.8	6.3	9.1	11.5	25.0	27.8	9.4	10.2	-	-
INCREASES IN TAXES	61.3	69.4	78.2	3.8	-	-	73.4	71.4	-	-
INSURANCE	26.0	6.3	80.0	7.7	25.0	38.9	10.8	79.6	-	-
INSTALLATION OF CUSTOMER PARKING	99.1	99.3	100.0	96.2	100.0	94.4	99.3	100.0	100.0	100.0
MAINTENANCE OF CUSTOMER PARKING	83.4	84.7	87.3	73.1	25.0	44.4	92.1	83.7	77.3	33.3
SPRINKLER SYSTEM	90.6	89.6	92.7	96.2	75.0	66.7	90.6	95.9	100.0	83.3
OTHER	.9	.7	1.8	-	-	11.1	-	-	-	-

INVESTMENT AND EQUIPMENT COSTS

Although building costs declined slightly from $795,146 in 1978 to $783,000 in 1979, the cost per square foot rose from $25.67 to $26.53.

Canada reported the costliest building per square foot, $49.82, while warehouse stores were the least expensive, $17.30.

Store equipment, fixtures and decorations averaged $500,000 with costs ranging from $420,000 in the North Central to $700,000 in the Northeast.

The average total capital investment required to open a new store in 1979 was $1,450,000. At a cost of $2,204,000, combination stores were the most expensive stores to build.

The figures for this section include not only the direct investment of the store operator, but the investment of landlords and building owners as well.

TABLE 36A
Average Cost of the Land Used for the Store and Parking Facilities
(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	146	-	69	38	35	51	63	25	6
NORTHEAST	8	-	3	3	-	6	-	-	-
SOUTH	44	-	8	21	14	23	15	4	-
NORTH CENTRAL	63	-	39	5	17	16	44	-	3
WEST	27	-	18	9	-	-	3	20	-
CANADA	4	-	-	-	3	4	-	-	-
TYPE OF STORE	146	5	69	37	35				
CONVENTIONAL	52	3	5	22	22				
SUPER STORE	63	-	43	9	9				
COMBINATION	25	-	17	6	-				
WAREHOUSE	6	-	4	-	-				

TABLE 36B

Average Cost of the Land Used for the Store and Parking Facilities

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	202000	188000	202000	200000	175000	175000	202000	350000	207500
GEOGRAPHIC LOCATION									
NORTHEAST	220000	-	396000	100000	-	145000	-	-	-
SOUTH	186751	-	110000	300000	125000	150000	188000	500000	-
NORTH CENTRAL	202000	-	202000	120000	175000	175000	202000	-	175000
WEST	350000	-	350000	200000	-	-	146644	350000	-
CANADA	162060	-	-	-	244400	162060	-	-	-
TYPE OF STORE									
CONVENTIONAL	175000	230000	50000	300000	125000				
SUPER STORE	202000	-	202000	188000	204000				
COMBINATION	350000	-	350000	200000	-				
WAREHOUSE	207500	-	237500	-	-				

TABLE 37A

Average Building Cost

(Number of Stores in Each Category)

	ALL STORES	LOCATION OF STORES				STORE TYPE			
		REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	162	6	71	45	35	59	64	27	6
NORTHEAST	15	3	4	–	–	8	–	–	–
SOUTH	48	–	9	24	14	26	16	4	–
NORTH CENTRAL	66	–	39	8	17	17	44	–	3
WEST	27	–	18	9	–	–	3	20	–
CANADA	6	–	–	–	3	6	–	–	–
TYPE OF STORE	157	7	71	44	35				
CONVENTIONAL	60	5	6	27	22				
SUPER STORE	64	–	44	9	9				
COMBINATION	27	–	17	8	–				
WAREHOUSE	6	–	4	–	–				

TABLE 37B

Average Building Cost

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	783000	800000	783000	800000	700000	700500	783000	1100000	692000
GEOGRAPHIC LOCATION									
NORTHEAST	877000	803106	871000	-	-	752053	-	-	-
SOUTH	732000	-	500000	800000	540000	670000	732000	1450000	-
NORTH CENTRAL	783000	-	783000	1015000	700000	700000	783000	-	723000
WEST	950000	-	950000	900000	-	-	859023	950000	-
CANADA	697048	-	-	-	899570	697048	-	-	-
TYPE OF STORE									
CONVENTIONAL	700500	803106	757500	800000	540000				
SUPER STORE	783000	-	783000	859023	840000				
COMBINATION	1100000	-	950000	1150000	-				
WAREHOUSE	692000	-	701500	-	-				

TABLE 38A

Average Building Cost per Square Foot

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	162	6	71	45	35	59	54	27	6
NORTHEAST	15	3	4	-	-	8	-	-	-
SOUTH	48	-	9	24	14	26	16	4	-
NORTH CENTRAL	66	-	39	8	17	17	44	-	3
WEST	27	-	18	9	-	-	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	157	7	71	44	35				
CONVENTIONAL	60	5	6	27	22				
SUPER STORE	64	-	44	9	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 38B
Average Building Cost per Square Foot
(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	26.53	27.66	26.32	24.86	26.50	26.02	25.28	30.00	17.30
GEOGRAPHIC LOCATION									
NORTHEAST	30.27	27.66	28.63	-	-	28.06	-	-	-
SOUTH	23.04	-	23.04	22.55	26.55	21.80	24.57	30.30	-
NORTH CENTRAL	26.01	-	25.28	29.45	26.02	26.02	25.28	-	19.03
WEST	30.00	-	30.84	27.89	-	-	27.89	30.00	-
CANADA	49.82	-	-	-	50.93	49.82	-	-	-
TYPE OF STORE									
CONVENTIONAL	26.02	27.66	28.63	24.00	26.02				
SUPER STORE	25.28	-	25.28	28.00	28.32				
COMBINATION	30.00	-	31.67	25.42	-				
WAREHOUSE	17.30	-	18.02	-	-				

TABLE 39A

Average Cost of Store Equipment, Fixtures and Decorations

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	170	6	71	53	35	66	65	27	6
NORTHEAST	21	3	4	8	-	13	-	-	-
SOUTH	50	-	9	26	14	28	16	4	-
NORTH CENTRAL	66	-	39	8	17	17	44	-	3
WEST	27	-	18	9	-	-	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	165	7	71	52	35				
CONVENTIONAL	67	5	6	34	22				
SUPER STORE	65	-	44	10	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 39B

Average Cost of Store Equipment, Fixtures and Decorations

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	500000	745000	420000	662000	450000	600000	420000	700000	474500
GEOGRAPHIC LOCATION									
NORTHEAST	700000	750000	766000	703000	-	703000	-	-	-
SOUTH	500000	-	450000	750000	308000	579421	456000	1025000	-
NORTH CENTRAL	420000	-	420000	600536	600000	600000	420000	-	738843
WEST	675000	-	675000	558700	-	-	540000	675000	-
CANADA	378500	-	-	-	582000	378500	-	-	-
TYPE OF STORE									
CONVENTIONAL	600000	750000	527500	703000	375000				
SUPER STORE	420000	-	420000	545000	500000				
COMBINATION	700000	-	675000	779350	-				
WAREHOUSE	474500	-	474500	-	-				

TABLE 40A
Average Total Capital Investment
(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	160	6	71	48	35	62	64	27	6
NORTHEAST	11	3	4	3	-	9	-	-	-
SOUTH	50	-	9	26	14	28	15	4	-
NORTH CENTRAL	66	-	39	8	17	17	44	-	3
WEST	27	-	18	9	-	-	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	160	7	71	47	35				
CONVENTIONAL	63	5	6	30	22				
SUPER STORE	64	-	44	9	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 40B

Average Total Capital Investment

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	1450000	1553106	1405000	1725000	1350000	1475000	1405000	2204000	1504500
GEOGRAPHIC LOCATION									
NORTHEAST	1553106	1553106	2113000	1500000	-	1500000	-	-	-
SOUTH	1325000	-	1060000	1819227	925000	1142000	1325000	2976500	-
NORTH CENTRAL	1405000	-	1405000	1725000	1475000	1475000	1405000	-	1682843
WEST	1975000	-	1975000	1658700	-	-	1545667	1975000	-
CANADA	1140408	-	-	-	1748510	1140408	-	-	-
TYPE OF STORE									
CONVENTIONAL	1475000	1587000	1321000	1800000	1009681				
SUPER STORE	1405000	-	1405000	1700000	1560000				
COMBINATION	2204000	-	1975000	2129350	-				
WAREHOUSE	1504500	-	1504500	-	-				

ENERGY

As energy costs became a greater concern to retailers, more energy efficiencies were being incorporated into new supermarkets in 1979. Ninety-six percent of all new stores installed a heat reclaim system, and of these three out of four systems were installed to heat both the store and water. Over half of all stores opened in 1979 had double-doors at the front entrance and enclosed the loading dock area.

The average lighting level for the sales area for new stores was 99 foot candles. Flourescent lighting supplied three quarters of all lighting. High intensity discharge bulbs were installed in 25 percent of all new stores.

Over a third of all new stores had more roof insulation installed than was customarily used in a company's older stores. For 1979 the average R-value for the roof was 13.7 and for exterior sidewalls it was 9.3.

TABLE 41A
Lighting Levels/Energy

	ALL STORES	STORE TYPE CONVENTIONAL	 SUPER STORE	 COMBINATION	 WARE-HOUSE	GEOGRAPHIC LOCATION NORTH EAST	 SOUTH	 NORTH CENTRAL	 WEST	 CANADA
AVERAGE SALES AREA LIGHTING	155	57	59	27	6	18	45	60	26	6
FOOT CANDLES	99.0	103.7	93.8	99.3	85.8	102.5	107.7	90.6	98.8	107.5
COMPARED TO TYPICAL COMPANY STORE, LIGHT LEVEL IS:	172	67	66	27	6	21	49	67	28	[illegible]
GREATER	11.0	11.9	6.1	3.7	16.7	23.8	18.4	[illegible].0	3.6	-
THE SAME	72.7	65.7	81.8	88.9	33.3	47.6	67.3	80.6	75.0	100.0
LESS	16.3	22.4	12.1	7.4	50.0	28.6	14.3	13.4	21.4	-

TABLE 41B
Lighting Levels/Energy

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
AVERAGE SALES AREA LIGHTING	155	-	7	19	27	56	45	5	69	47	29
FOOT CANDLES	99.0	-	108.6	102.4	94.6	95.2	103.9	89.0	95.3	99.7	103.8
COMPARED TO TYPICAL COMPANY STORE, LIGHT LEVEL IS:	172	2	8	21	30	59	52	7	71	55	34
GREATER	11.0	50.0	25.0	28.6	3.3	8.5	7.7	-	7.1	5.5	17.7
THE SAME	72.7	50.0	62.5	42.8	90.0	74.6	75.0	57.1	85.9	69.1	64.7
LESS	16.3	-	12.5	28.6	6.7	16.9	17.3	42.9	7.0	25.4	17.6

TABLE 42A
Light Fixtures/Energy

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	171	67	65	27	6	21	52	66	27	6
PROPORTION OF STORE LIGHTING PROVIDED BY										
FLOURESCENT	72.4	65.8	72.5	80.1	99.5	62.5	59.3	85.0	84.0	33.3
HID	25.9	33.5	24.2	18.7	-	36.6	40.2	11.7	14.8	66.7
OTHER	2.3	.7	3.3	1.2	17.2	.9	2.5	3.3	1.2	-
MOST COMMON LIGHTING FIXTURES	172	68	66	26	6	21	50	66	28	6
SURFACE MOUNT	61.0	42.6	69.7	73.1	83.3	57.1	48.0	69.7	75.0	33.3
GONDOLA MOUNT	-	-	-	-	-	-	-	-	-	-
RECESSED	39.0	57.4	30.3	26.9	16.7	42.9	52.0	30.3	25.0	66.7

TABLE 42B

Light Fixtures/Energy

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	171	2	9	21	30	58	51	7	71	53	35
PROPORTION OF STORE LIGHTING PROVIDED BY											
FLOURESCENT	72.4	100.0	76.0	60.2	91.8	82.2	53.1	45.7	80.7	64.9	71.2
HID	25.9	-	23.3	39.4	5.4	15.1	45.1	52.9	16.0	34.7	28.0
OTHER	2.3	-	.7	.4	2.8	2.7	2.8	1.4	3.3	.4	3.7
MOST COMMON LIGHTING FIXTURES	172	2	9	21	30	59	51	7	71	54	35
SURFACE MOUNT	61.0	100.0	44.4	52.4	73.3	76.3	41.2	14.3	81.7	48.1	42.9
GONDOLA MOUNT	-	-	-	-	-	-	-	-	-	-	-
RECESSED	39.0	-	55.6	47.6	26.7	23.7	58.8	85.7	18.3	51.9	57.1

TABLE 43A
Insulation/Energy

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WARE-HOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
ALL STORES	139	42	61	25	5	18	29	61	26	4
AVERAGE R VALUE FOR EXTERIOR SIDEWALLS	9.3	9.4	8.1	10.4	10.0	9.3	9.0	7.7	10.2	12.0
ALL STORES	145	54	60	25	5	13	40	60	27	4
AVERAGE R VALUE FOR ROOF	13.7	13.8	14.6	11.8	12.4	8.0	14.9	13.7	14.0	20.0
ALL STORES	156	63	64	18	5	19	46	66	19	6
COMPARED TO TYPICAL COMPANY STORE, ROOF INSULATION IS										
GREATER	37.8	44.4	34.4	11.1	40.0	63.2	43.5	36.4	15.8	-
THE SAME	61.5	55.6	65.6	88.9	60.0	36.8	54.3	63.6	84.2	100.0
LESS	.7	-	-	-	-	-	2.2	-	-	-

TABLE 43B
Insulation/Energy

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	139	-	7	15	26	55	35	6	67	36	25
AVERAGE R VALUE FOR EXTERIOR SIDEWALLS	9.3	-	10.4	16.6	7.1	8.5	9.1	19.8	8.5	7.3	9.9
ALL STORES	145	-	7	16	26	51	44	6	67	47	25
AVERAGE R VALUE FOR ROOF	13.7	-	15.0	14.6	13.1	12.7	14.6	10.7	13.1	13.9	15.5
ALL STORES	156	2	9	20	25	57	43	5	62	49	35
COMPARED TO TYPICAL COMPANY STORE, ROOF INSULATION IS											
GREATER	37.8	50.0	44.4	45.0	28.0	35.1	41.9	40.0	19.4	36.7	62.9
THE SAME	61.5	-	55.6	55.0	72.0	64.9	58.1	50.0	80.6	61.2	37.1
LESS	.7	50.0	-	-	-	-	-	-	-	2.1	-

TABLE 44A
Other Measures/Energy

		STORE SIZE						LOCATION OF STORES			
	ALL STORES	UNDER 12,500	12,500-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
USE OF HEAT RECLAIM	271	2	9	61	78	69	52	7	111	94	54
USED TO HEAT STORE ONLY	23.2	50.0	44.5	4.9	15.4	27.5	46.1	42.9	22.5	20.2	29.6
USED TO HEAT BOTH STORE AND WATER FOR THE STORE	72.7	-	44.4	93.5	84.6	71.0	40.4	57.1	74.8	74.5	64.8
NOT USED AT ALL	4.1	50.0	11.1	1.6	-	1.5	13.5	-	2.7	5.3	5.6
UTILIZE ELECTRONIC ENERGY MANAGEMENT SYSTEM	170	2	9	20	30	58	51	7	70	54	34
YES, CONTROLLED CENTRALLY AT HEADQUARTERS	1.2	-	-	-	-	3.5	-	-	-	3.7	-
YES, CONTROLLED BY THE INDIVIDUAL STORE	25.9	50.0	22.2	40.0	10.0	22.4	33.3	28.6	2.9	51.9	20.6
NO ELECTRONIC SYSTEM USED	72.9	50.0	77.8	60.0	90.0	74.1	66.7	71.4	97.1	44.4	79.4
ENERGY SAVING FEATURES	162	-	7	23	27	56	48	7	69	46	35
DOUBLE DOORS AT FRONT ENTRANCE	79.6	-	71.4	91.3	96.3	82.1	62.5	57.1	91.3	63.0	80.0
ENCLOSED LOADING DOCKS	58.0	-	28.6	47.8	74.1	69.6	45.8	100.0	73.9	41.3	34.3
REDUCED CEILING HEIGHTS	41.4	100.0	28.6	69.6	3.7	46.4	43.8	71.4	36.2	45.7	31.4

TABLE 44B

Other Measures/Energy

		STORE TYPE				GEOGRAPHIC LOCATION				
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST	CANADA
USE OF HEAT RECLAIM	271	166	66	27	6	21	148	67	28	6
USED TO HEAT STORE ONLY	23.2	13.3	16.7	96.3	66.7	23.8	6.1	38.8	82.1	-
USED TO HEAT BOTH STORE AND WATER FOR THE STORE	72.7	85.5	72.7	3.7	16.7	76.2	87.9	61.2	17.9	66.7
NOT USED AT ALL	4.1	1.2	10.6	-	16.6	-	6.1	-	-	33.3
UTILIZE ELECTRONIC ENERGY MANAGEMENT SYSTEM	170	67	65	27	5	21	50	65	28	5
YES, CONTROLLED CENTRALLY AT HEADQUARTERS	1.2	1.5	1.6	-	-	4.8	2.0	-	-	-
YES, CONTROLLED BY THE INDIVIDUAL STORE	25.9	44.8	9.2	3.7	20.0	57.1	38.0	10.8	17.9	-
NO ELECTRONIC SYSTEM USED	72.9	53.7	89.2	96.3	80.0	38.1	60.0	89.2	82.1	100.0
ENERGY SAVING FEATURES	162	63	63	25	6	21	45	65	25	5
DOUBLE DOORS AT FRONT ENTRANCE	79.6	69.8	88.9	76.0	83.3	57.1	68.9	98.5	72.0	80.0
ENCLOSED LOADING DOCKS	58.0	36.5	95.2	12.0	50.0	76.2	51.1	78.5	8.0	20.0
REDUCED CEILING HEIGHTS	41.4	46.0	14.3	92.0	16.7	81.0	31.1	13.8	92.0	60.0

DISPLAY EQUIPMENT IN THE FROZEN FOOD DEPARTMENT

The data tables for this section on display equipment in the frozen food department show the proportion of stores with frozen food equipment, the average installation footage for each type of case, i.e. multi-deck, glass door, etc., and the proportion of the total linear floor footage.

The average linear floor feet for all frozen food display equipment per 1000 square feet of selling area was 10.47. Supermarkets between 17,500 and 22,499 square feet had the most linear floor feet per 1000 square feet of selling area, 12.92.

Indicative of the energy situation, open cases were the only type of cases reporting a loss in the proportion of total linear floor footage. Both multi-deck and glass door cases showed increases.

The average total linear feet of the frozen food department remained stable from the preceeding year at 198 linear feet.

TABLE 45

Frozen Food Cases

Type of Cases	Proportion Using		Proportion of Total Linear Floor Footage		Average Installation Footage	
	1978	1979	1978	1979	1978	1979
Glass Door	84%	85%	29%	38%	52 ft	108 ft
Open (Coffin)	78%	71%	58%	45%	160 ft	144 ft
Multi-Deck	49%	44%	13%	15%	44 ft	60 ft
Other	1%	7%	—	2%	48 ft	35 ft

TABLE 46

Average Linear Floor Feet of Frozen Food Department, Including Ice Cream, per 1000 Square Feet of Selling Area

			STORE SIZE					
		ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
ALL STORES		170	1	9	20	30	59	51
MULTI-DECK	(% STORES REPORTING)	44.4	-	55.6	35.0	40.0	40.7	54.0
	(AVERAGE)	3.1	-	1.6	8.4	1.5	3.2	2.5
GLASS DOOR	(% STORES REPORTING)	85.2	-	88.9	70.0	93.3	88.1	82.0
	(AVERAGE)	4.2	-	5.3	3.8	4.5	4.6	3.4
OPEN CASES	(% STORES REPORTING)	71.0	-	44.4	70.0	86.7	64.4	76.0
	(AVERAGE)	5.7	-	8.0	7.9	7.6	6.2	3.1
OTHER	(% STORES REPORTING)	7.1	-	-	10.0	3.3	11.9	4.0
	(AVERAGE)	2.3	-	-	1.0	4.0	2.0	3.5
TOTAL	(% STORES REPORTING)	100.0	-	100.0	100.0	100.0	100.0	100.0
	(AVERAGE)	9.3	-	10.0	11.3	11.2	9.5	6.9

TABLE 47A

Average Linear Floor Footage of the Frozen Food Department (Multi-Deck Cases)

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	78	4	27	20	22	32	18	21	2
NORTHEAST	14	-	3	4	-	6	-	-	-
SOUTH	21	-	4	8	8	6	12	3	-
NORTH CENTRAL	20	-	3	5	11	14	3	-	-
WEST	19	-	16	3	-	-	-	16	-
CANADA	4	-	-	-	3	4	-	-	-
TYPE OF STORE	74	5	27	20	22				
CONVENTIONAL	33	4	4	10	15				
SUPER STORE	18	-	4	7	6				
COMBINATION	21	-	17	3	-				
WAREHOUSE	2	-	-	-	-				

TABLE 47B

Average Linear Floor Footage of the Frozen Food Department (Multi-Deck Cases)

(Medians)

	ALL STORES	LOCATION OF STORES: REGIONAL SHOPPING CENTER	LOCATION OF STORES: COMMUN. SHOPPING CENTER	LOCATION OF STORES: NEIGH. SHOPPING CENTER	LOCATION OF STORES: FREE-STANDING	STORE TYPE: CONVEN-TIONAL	STORE TYPE: SUPER STORE	STORE TYPE: COMBI-NATION	STORE TYPE: WARE-HOUSE
ALL STORES	60	60	60	56	48	56	56	60	84
GEOGRAPHIC LOCATION									
NORTHEAST	72	-	96	124	-	72	-	-	-
SOUTH	56	-	20	56	110	138	24	80	-
NORTH CENTRAL	30	-	88	24	12	14	75	-	-
WEST	60	-	60	56	-	-	-	60	-
CANADA	40	-	-	-	50	40	-	-	-
TYPE OF STORE									
CONVENTIONAL	56	66	84	56	20				
SUPER STORE	56	-	20	96	56				
COMBINATION	60	-	60	80	-				
WAREHOUSE	84	-	-	-	-				

TABLE 48A

Average Linear Floor Footage of the Frozen Food Department (Glass Door Cases)

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	145	5	65	42	28	48	61	27	4
NORTHEAST	15	-	-	5	-	9	-	-	-
SOUTH	39	-	8	22	8	19	15	4	-
NORTH CENTRAL	62	-	37	7	16	14	44	-	-
WEST	24	-	17	7	-	-	-	20	-
CANADA	5	-	-	-	3	5	-	-	-
TYPE OF STORE	140	5	65	42	28				
CONVENTIONAL	48	3	-	27	16				
SUPER STORE	61	-	44	7	8				
COMBINATION	27	-	17	8	-				
WAREHOUSE	4	-	-	-	-				

TABLE 48B

Average Linear Floor Footage of the Frozen Food Department (Glass Door Cases)

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	108	24	108	130	62	66	108	60	52
GEOGRAPHIC LOCATION									
NORTHEAST	72	-	-	145	-	68	-	-	-
SOUTH	80	-	120	98	43	155	115	79	-
NORTH CENTRAL	108	-	108	130	80	80	108	-	-
WEST	60	-	60	130	-	-	-	60	-
CANADA	24	-	-	-	11	24	-	-	-
TYPE OF STORE									
CONVENTIONAL	66	20	-	145	63				
SUPER STORE	108	-	108	115	68				
COMBINATION	60	-	60	130	-				
WAREHOUSE	52	-	-	-	-				

TABLE 49A

Average Linear Floor Footage of the Frozen Food Department (Open Cases)

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	120	6	50	42	22	49	59	6	6
NORTHEAST	12	3	4	4	-	9	-	-	-
SOUTH	42	-	5	25	11	26	12	3	-
NORTH CENTRAL	56	-	39	7	8	7	44	-	3
WEST	6	-	-	4	-	3	-	-	-
CANADA	4	-	-	-	-	4	-	-	-
TYPE OF STORE	121	7	50	42	22				
CONVENTIONAL	50	5	5	30	10				
SUPER STORE	59	-	40	8	9				
COMBINATION	6	-	-	4	-				
WAREHOUSE	6	-	4	-	-				

TABLE 49B

Average Linear Floor Footage of the Frozen Food Department (Open Cases)

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
ALL STORES	144	132	144	119	102	110	144	160	164
GEOGRAPHIC LOCATION									
NORTHEAST	145	183	158	128	-	134	-	-	-
SOUTH	85	-	28	36	96	55	74	160	-
NORTH CENTRAL	144	-	144	150	138	112	144	-	192
WEST	160	-	-	147	-	160	-	-	-
CANADA	72	-	-	-	-	72	-	-	-
TYPE OF STORE									
CONVENTIONAL	110	132	156	80	85				
SUPER STORE	144	-	144	142	142				
COMBINATION	160	-	-	176	-				
WAREHOUSE	164	-	164	-	-				

TABLE 50A

Average Total Linear Floor Footage of the Frozen Food Department, Including Ice Cream

(Number of Stores in Each Category)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	169	6	71	53	34	66	65	27	6
NORTHEAST	21	3	4	8	-	13	-	-	-
SOUTH	48	-	9	25	13	27	16	4	-
NORTH CENTRAL	66	-	39	8	17	17	44	-	3
WEST	28	-	18	10	-	3	3	20	-
CANADA	6	-	-	-	3	6	-	-	-
TYPE OF STORE	165	7	71	53	34				
CONVENTIONAL	67	5	6	35	21				
SUPER STORE	65	-	44	10	9				
COMBINATION	27	-	17	8	-				
WAREHOUSE	6	-	4	-	-				

TABLE 50B

Average Total Linear Floor Footage of the Frozen Food Department, Including Ice Cream

(Medians)

		LOCATION OF STORES				STORE TYPE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	191	251	252	191	135	180	252	120	242
GEOGRAPHIC LOCATION									
NORTHEAST	181	251	244	157	-	159	-	-	-
SOUTH	191	-	120	191	252	191	157	300	-
NORTH CENTRAL	252	-	252	301	135	135	252	-	244
WEST	120	-	120	130	-	251	128	120	-
CANADA	111	-	-	-	111	111	-	-	-
TYPE OF STORE									
CONVENTIONAL	180	251	197	191	111				
SUPER STORE	252	-	252	252	252				
COMBINATION	120	-	120	233	-				
WAREHOUSE	242	-	242	-	-				

TABLE 51

Proportion of Total Linear Floor Feet of the Frozen Food Department by Case Type

(All Stores)

		STORE SIZE					
	ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER
ALL STORES	170	-	9	20	30	59	51
MULTI-DECK	15.4	-	9.1	24.9	5.1	13.1	21.5
GLASS DOOR	38.3	-	51.0	20.6	36.6	41.4	40.4
OPEN CASES	44.7	-	39.9	53.6	57.4	43.4	36.1
OTHER	1.6	-	-	.9	1.0	2.0	2.0
AVG. TOTAL LINEAR FT.	198.2	-	97.2	184.2	209.6	210.8	203.0

STORES REMODELED IN 1979

Again this year, after remodeling there was an increase in the number of all store types except conventionals. Ninety percent of all remodeled stores started as conventionals but only three quarters remained so.

After remodeling, the average square foot of total area increased 11 percent to 19,214 square feet. Combination stores registered the biggest gain, 78 percent, while warehouse store size remained stable.

Average weekly sales increased 33 percent after remodeling to $135,159, and sales per square foot averaged $7.00.

The average percent of general merchandise in selling areas showed a slight gain after remodeling.

Compared to 1978, there was a sizeable increase in the average remodeling cost per square foot, $8.50 in 1978 to $14.39 in 1979. Total capital investment for 1979 averaged $572,500 with super stores topping the one million dollar mark.

TABLE 52

Location of Store

		ANNUAL SALES VOLUME (1979) IN MILLIONS OF $						GEOGRAPHIC LOCATION			
	ALL STORES	UNDER $10	10-30	30-100	100-250	250-500	OVER $500	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST
ALL STORES	157	17	16	35	16	23	50	29	61	39	25
REGIONAL SHOPPING CENTER	2.6	5.9	6.3	2.8	-	4.4	-	6.9	-	5.1	-
COMMUNITY SHOPPING CENTER	22.3	5.9	12.5	20.0	12.5	4.3	44.0	24.2	41.0	5.1	4.0
NEIGHBORHOOD SHOPPING CENTER	42.0	58.8	50.0	28.6	75.0	56.5	26.0	37.9	36.1	35.9	72.0
FREE STANDING	33.1	29.4	31.2	48.6	12.5	34.8	30.0	31.0	22.9	53.9	24.0

TABLE 53
Change in Store Type as a Result of Remodeling

		LOCATION OF STORE			GEOGRAPHIC LOCATION			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	CENTRAL	WEST
ALL STORES (BEFORE)	155	34	66	51	29	60	39	24
CONVENTIONAL	91.6	97.1	92.4	86.3	89.7	93.3	92.3	87.5
SUPER STORE	4.5	2.9	6.1	3.9	3.4	1.7	5.1	12.5
COMBINATION	2.0	-	1.5	3.9	6.9	-	2.6	-
WAREHOUSE	1.9	-	-	5.9	-	5.0	-	-
ALL STORES (AFTER)	157	35	66	52	29	61	39	25
CONVENTIONAL	72.0	71.4	78.8	67.3	65.5	77.0	59.0	84.0
SUPER STORE	15.3	17.2	13.6	13.5	17.3	14.8	23.1	4.0
COMBINATION	5.7	-	4.6	9.6	6.9	3.3	10.2	4.0
WAREHOUSE	7.0	11.4	3.0	9.6	10.3	4.9	7.7	8.0

TABLE 54A

Average Square Feet of Total Area After Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	154	35	65	50	112	24	7	11
NORTHEAST	26	7	10	7	18	5	-	3
SOUTH	61	25	22	14	47	9	-	3
NORTH CENTRAL	39	-	14	21	23	9	4	3
WEST	25	-	18	6	21	-	-	-
STORE TYPE	154	35	65	50				
CONVENTIONAL	112	25	51	35				
SUPER STORE	24	6	9	7				
COMBINATION	7	-	3	3				
WAREHOUSE	11	4	-	5				

TABLE 54B
Average Square Foot of Total Area After Remodeling
(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	25953	32948	25396	21750	22825	30897	40000	32000
GEOGRAPHIC LOCATION								
NORTHEAST	25082	28126	29966	16500	20818	32000	-	32000
SOUTH	26860	36000	23300	22725	25176	32148	-	37700
NORTH CENTRAL	26165	-	27100	22000	20500	30000	41050	29000
WEST	25600	-	25600	25686	25600	-	-	-
TYPE OF STORE								
CONVENTIONAL	22825	36000	23000	19000				
SUPER STORE	30897	30497	36055	33000				
COMBINATION	40000	-	40000	45100				
WAREHOUSE	32000	31000	-	32000				

TABLE 55A

Total Area Post Remodeling as a Percent of Pre-Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	118	12	56	46	84	22	8	4
NORTHEAST	19	-	9	6	13	4	-	-
SOUTH	40	9	19	12	29	9	-	-
NORTH CENTRAL	33	-	11	20	20	8	4	-
WEST	23	-	16	6	19	-	-	-
STORE TYPE	118	12	56	46				
CONVENTIONAL	84	8	44	31				
SUPER STORE	22	4	9	7				
COMBINATION	8	-	2	5				
WAREHOUSE	4	-	-	3				

TABLE 55B

Total Area Post Remodeling as a Percent of Pre-Remodeling

(Medians*)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	111	101	115	104	107	137	178	100
GEOGRAPHIC LOCATION								
NORTHEAST	100	-	162	100	100	159	-	-
SOUTH	125	144	116	118	116	139	-	-
NORTH CENTRAL	121	-	121	125	107	130	186	-
WEST	106	-	109	103	107	-	-	-
TYPE OF STORE								
CONVENTIONAL	107	103	111	100				
SUPER STORE	137	129	135	143				
COMBINATION	178	-	113	251				
WAREHOUSE	100	-	-	100				

*all medians are expressed in terms of percentages

TABLE 56A

Average Square Feet of Selling Area After Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	154	35	65	50	112	24	7	11
NORTHEAST	26	7	10	7	18	5	-	3
SOUTH	61	25	22	14	47	9	-	3
NORTH CENTRAL	39	-	14	21	23	9	4	3
WEST	25	-	18	6	21	-	-	-
STORE TYPE	154	35	65	50	112			
CONVENTIONAL	112	25	51	35	112			
SUPER STORE	24	6	9	7	-			
COMBINATION	7	-	3	3	-			
WAREHOUSE	11	4	-	5	-			

TABLE 56B

Average Square Feet of Selling Area After Remodeling

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	19214	25000	19102	16598	16815	23264	32428	21000
GEOGRAPHIC LOCATION								
NORTHEAST	18739	20000	21755	13000	14750	26000	-	21000
SOUTH	20878	25000	17700	16508	19446	26326	-	30000
NORTH CENTRAL	17520	-	17165	17000	15500	20105	33714	19000
WEST	19102	-	18354	20993	18100	-	-	-
TYPE OF STORE								
CONVENTIONAL	16815	25000	16200	15000				
SUPER STORE	23264	24521	26000	22527				
COMBINATION	32428	-	30555	32428				
WAREHOUSE	21000	20500	-	22000				

TABLE 57A

Selling Area Post Remodeling as a Percent of Pre-Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	151	33	64	50	112	23	7	9
NORTHEAST	26	7	10	7	18	5	-	3
SOUTH	60	24	22	14	47	9	-	-
NORTH CENTRAL	37	-	13	21	23	8	4	-
WEST	25	-	18	6	21	-	-	-
STORE TYPE	151	33	64	50	112			
CONVENTIONAL	112	25	51	35	112			
SUPER STORE	23	5	9	7	-			
COMBINATION	7	-	3	3	-			
WAREHOUSE	9	3	-	5	-			

TABLE 57B

Selling Area Post Remodeling as a Percent of Pre-Remodeling

(Medians*)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	128	167	122	117	122	142	175	128
GEOGRAPHIC LOCATION								
NORTHEAST	109	108	172	100	100	180	-	150
SOUTH	143	167	128	139	146	139	-	-
NORTH CENTRAL	125	-	124	136	120	135	191	-
WEST	112	-	111	109	112	-	-	-
TYPE OF STORE								
CONVENTIONAL	122	167	116	112				
SUPER STORE	142	152	136	139				
COMBINATION	175	-	133	193				
WAREHOUSE	128	112	-	128				

*all medians are expressed in terms of percentages

TABLE 58A

Average Percent of General Merchandise in Selling Area After Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	115	28	48	36	80	20	6	9
NORTHEAST	19	6	6	6	11	5	-	3
SOUTH	41	20	10	11	31	7	-	-
NORTH CENTRAL	30	-	13	13	16	7	4	3
WEST	22	-	18	4	19	-	-	-
STORE TYPE	115	28	48	36	80			
CONVENTIONAL	80	20	35	25	80			
SUPER STORE	20	4	8	6	-			
COMBINATION	6	-	3	-	-			
WAREHOUSE	9	4	-	3	-			

TABLE 58B

Average Percent of General Merchandise in Selling Area After Remodeling

(Medians*)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	8.3	6.0	8.6	8.7	6.0	20.5	28.4	8.3
GEOGRAPHIC LOCATION								
NORTHEAST	11.8	4.3	18.4	7.2	9.1	21.2	-	4.5
SOUTH	6.0	6.0	19.2	18.6	6.0	24.3	-	-
NORTH CENTRAL	8.3	-	7.6	8.3	7.5	14.0	28.4	10.5
WEST	8.4	-	4.6	12.5	8.3	-	-	-
TYPE OF STORE								
CONVENTIONAL	6.0	6.0	7.4	8.3				
SUPER STORE	20.5	28.8	20.6	18.2				
COMBINATION	28.4	-	28.1	-				
WAREHOUSE	8.3	6.8	-	8.3				

*all medians are expressed in terms of percentages

TABLE 59A

General Merchandise Selling Area Post Remodeling as a Percent of Pre-Remodeling

	ALL STORES	LOCATION OF STORE: COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	STORE TYPE: CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	40	7	19	12	20	9	5	6
NORTHEAST	10	3	4	-	4	5	-	-
SOUTH	5	-	-	-	-	-	-	-
NORTH CENTRAL	15	-	5	7	6	-	4	3
WEST	10	-	8	-	8	-	-	-
STORE TYPE	40	7	19	12	20			
CONVENTIONAL	20	-	11	8	20			
SUPER STORE	9	3	4	-	-			
COMBINATION	5	-	-	-	-			
WAREHOUSE	6	3	-	-	-			

TABLE 59B

General Merchandise Selling Area Post Remodeling as a Percent of Pre-Remodeling

(Medians*)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	104	109	103	104	102	106	120	109
GEOGRAPHIC LOCATION								
NORTHEAST	105	106	108	-	103	109	-	-
SOUTH	102	-	-	-	-	-	-	-
NORTH CENTRAL	108	-	104	105	103	-	123	111
WEST	103	-	103	-	102	-	-	-
TYPE OF STORE								
CONVENTIONAL	102	-	102	103				
SUPER STORE	106	120	108	-				
COMBINATION	120	-	-	-				
WAREHOUSE	109	109	-	-				

*all medians are expressed in terms of percentages

TABLE 60A

Average Weekly Sales After Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	147	35	61	47	106	22	9	10
NORTHEAST	25	7	8	8	17	3	-	3
SOUTH	57	25	20	12	43	9	-	3
NORTH CENTRAL	38	-	14	20	22	9	4	3
WEST	24	-	18	5	21	-	-	-
STORE TYPE	147	35	61	47				
CONVENTIONAL	106	25	49	31				
SUPER STORE	22	6	7	7				
COMBINATION	9	-	3	5				
WAREHOUSE	10	4	-	4				

TABLE 60B

Average Weekly Sales After Remodeling

(Medians)

	ALL STORES	LOCATION OF STORE: COMMUN. SHOPPING CENTER	LOCATION OF STORE: NEIGH. SHOPPING CENTER	LOCATION OF STORE: FREE-STANDING	STORE TYPE: CONVEN-TIONAL	STORE TYPE: SUPER STORE	STORE TYPE: COMBI-NATION	STORE TYPE: WARE-HOUSE
ALL STORES	135159	195640	140000	107894	130000	144375	206032	160000
GEOGRAPHIC LOCATION								
NORTHEAST	130000	146000	130000	79000	100000	130000	-	150000
SOUTH	140000	200000	100000	93325	133000	175080	-	196000
NORTH CENTRAL	130000	-	176006	112118	112500	140000	147580	130000
WEST	158153	-	166407	120000	151491	-	-	-
TYPE OF STORE								
CONVENTIONAL	130000	200000	139752	75000				
SUPER STORE	144375	144375	130000	155000				
COMBINATION	206032	-	206032	300000				
WAREHOUSE	160000	175000	-	122500				

TABLE 61A

Weekly Sales Post Remodeling as a Percent of Pre-Remodeling

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	143	34	60	45	105	22	8	8
NORTHEAST	25	7	8	8	17	3	-	3
SOUTH	54	24	20	10	42	9	-	-
NORTH CENTRAL	37	-	13	20	22	9	4	-
WEST	24	-	18	5	21	-	-	-
STORE TYPE	143	34	60	45				
CONVENTIONAL	105	25	49	30				
SUPER STORE	22	6	7	7				
COMBINATION	8	-	3	4				
WAREHOUSE	8	3	-	4				

TABLE 61B

Weekly Sales Post Remodeling as a Percent of Pre-Remodeling

(Medians*)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	133	133	133	123	133	144	115	188
GEOGRAPHIC LOCATION								
NORTHEAST	154	154	147	145	134	173	-	200
SOUTH	133	133	138	140	133	135	-	-
NORTH CENTRAL	121	-	122	117	117	147	135	-
WEST	121	-	119	123	121	-	-	-
TYPE OF STORE								
CONVENTIONAL	133	133	133	121				
SUPER STORE	144	155	135	139				
COMBINATION	115	-	113	117				
WAREHOUSE	188	250	-	178				

*all medians are expressed in terms of percentages

TABLE 62A

Average Sales per Square Foot After Remodeling (Selling Area)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	145	35	61	45	105	22	7	12
NORTHEAST	23	7	8	6	17	3	-	3
SOUTH	57	25	20	12	43	9	-	3
NORTH CENTRAL	38	-	14	20	22	9	4	3
WEST	24	-	18	5	21	-	-	-
STORE TYPE	145	35	61	45				
CONVENTIONAL	106	25	49	31				
SUPER STORE	22	6	7	7				
COMBINATION	7	-	3	3				
WAREHOUSE	10	4	-	4				

TABLE 62B
Average Sales per Square Foot After Remodeling (Selling Area)
(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	7.00	8.00	7.19	6.30	7.37	6.54	5.37	6.95
GEOGRAPHIC LOCATION								
NORTHEAST	6.85	8.91	6.32	5.88	6.96	5.78	-	7.50
SOUTH	7.00	8.00	5.00	6.26	7.17	6.89	-	6.67
NORTH CENTRAL	6.80	-	7.97	6.55	7.37	6.97	4.97	6.84
WEST	7.75	-	8.78	6.30	7.77	-	-	-
TYPE OF STORE								
CONVENTIONAL	7.37	8.00	7.54	6.30				
SUPER STORE	6.54	5.09	6.13	6.97				
COMBINATION	5.37	-	5.37	5.37				
WAREHOUSE	6.95	7.28	-	6.60				

TABLE 63A

Average Cost of Structural Change

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	157	35	66	52	113	24	9	11
NORTHEAST	29	7	11	9	19	5	-	3
SOUTH	61	25	22	14	47	9	-	3
NORTH CENTRAL	39	-	14	21	23	9	4	3
WEST	25	-	18	6	21	-	-	-
STORE TYPE	157	35	66	52				
CONVENTIONAL	113	25	52	35				
SUPER STORE	24	6	9	7				
COMBINATION	9	-	3	5				
WAREHOUSE	11	4	-	5				

TABLE 63B

Average Cost of Structural Change

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	250000	540000	208125	177500	250000	590405	550000	150000
GEOGRAPHIC LOCATION								
NORTHEAST	100000	150000	115000	45000	50000	849000	-	150000
SOUTH	298360	600000	112500	233500	280000	426000	-	100000
NORTH CENTRAL	269507	-	360000	175000	175000	602000	555000	150000
WEST	323840	-	332095	226000	325000	-	-	-
TYPE OF STORE								
CONVENTIONAL	250000	600000	150958	175000				
SUPER STORE	590405	483000	612678	602000				
COMBINATION	550000	-	557060	250000				
WAREHOUSE	150000	125000	-	150000				

TABLE 64A
Average Cost of Structural Change per Square Foot

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
GEOGRAPHIC LOCATION	154	35	65	50	112	24	7	11
NORTHEAST	26	7	10	7	18	5	-	3
SOUTH	61	25	22	14	47	9	-	3
NORTH CENTRAL	39	-	14	21	23	9	4	3
WEST	25	-	18	6	21	-	-	-
STORE TYPE	154	35	65	50				
CONVENTIONAL	112	25	51	35				
SUPER STORE	24	6	9	7				
COMBINATION	7	-	3	3				
WAREHOUSE	11	4	-	5				

TABLE 64B

Average Cost of Structural Change per Square Foot

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
ALL STORES	14.39	23.07	12.71	13.30	14.51	22.79	16.00	3.90
GEOGRAPHIC LOCATION								
NORTHEAST	5.94	7.50	14.08	2.74	3.75	32.88	-	7.50
SOUTH	14.66	24.00	7.82	13.95	16.46	18.22	-	2.94
NORTH CENTRAL	16.56	-	21.12	13.61	10.29	30.75	16.48	5.00
WEST	17.96	-	18.22	10.93	18.21	-	-	-
TYPE OF STORE								
CONVENTIONAL	14.51	24.00	11.54	14.48				
SUPER STORE	22.79	22.79	18.22	21.90				
COMBINATION	16.00	-	18.23	13.61				
WAREHOUSE	3.90	5.22	-	3.90				

TABLE 65A

Average Cost of Store Equipment, Fixtures and Decorations

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	153	33	66	50	113	20	9	11
NORTHEAST	29	7	11	9	19	5	-	3
SOUTH	59	23	22	14	47	7	-	3
NORTH CENTRAL	38	-	14	20	23	8	4	3
WEST	24	-	18	5	21	-	-	-
STORE TYPE	153	33	66	50				
CONVENTIONAL	113	25	52	35				
SUPER STORE	20	4	9	5				
COMBINATION	9	-	3	5				
WAREHOUSE	11	4	-	5				

TABLE 65B

Average Cost of Store Equipment, Fixtures and Decorations

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE
ALL STORES	300000	300000	301061	206250	294000	471682	303000	150000
GEOGRAPHIC LOCATION								
NORTHEAST	350000	225000	514000	150000	271000	780000	-	150000
SOUTH	300000	300000	176597	193525	300000	401635	-	202000
NORTH CENTRAL	282500	-	325000	218603	225000	407570	551500	110000
WEST	368461	-	368461	294000	307754	-	-	-
TYPE OF STORE								
CONVENTIONAL	294000	300000	270500	205300				
SUPER STORE	471682	375000	513224	594125				
COMBINATION	303000	-	766055	80000				
WAREHOUSE	150000	275000	-	150000				

TABLE 66A

Other Costs Incurred During Remodeling

	ALL STORES	LOCATION OF STORE			STORE TYPE			
		COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	58	10	27	20	37	14	4	3
NORTHEAST	13	3	4	5	6	5	-	-
SOUTH	19	6	7	6	13	6	-	-
NORTH CENTRAL	8	-	-	5	-	3	-	-
WEST	15	-	13	-	13	-	-	-
STORE TYPE	58	10	27	20				
CONVENTIONAL	37	6	18	13				
SUPER STORE	14	4	6	3				
COMBINATION	4	-	-	3				
WAREHOUSE	3	-	-	-				

TABLE 66B

Other Costs Incurred During Remodeling

(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	42500	20000	75000	26500	29000	70000	39500	25000
GEOGRAPHIC LOCATION								
NORTHEAST	40000	10000	127500	19625	14813	75000	-	-
SOUTH	24699	20000	55216	24563	24425	40056	-	-
NORTH CENTRAL	32000	-	-	25000	-	65000	-	-
WEST	76192	-	84723	-	84723	-	-	-
TYPE OF STORE								
CONVENTIONAL	29000	20000	83582	24699				
SUPER STORE	70000	39290	70000	121161				
COMBINATION	39500	-	-	34000				
WAREHOUSE	25000	-	-	-				

TABLE 67A

Average Total Capital Investment

	ALL STORES	LOCATION OF STORE			STORE TYPE			
		COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
GEOGRAPHIC LOCATION	156	35	66	51	113	23	9	11
NORTHEAST	29	7	11	9	19	5	-	3
SOUTH	61	25	22	14	47	9	-	3
NORTH-CENTRAL	39	-	14	21	23	9	4	3
WEST	24	-	18	5	21	-	-	-
STORE TYPE	156	35	66	51				
CONVENTIONAL	113	25	52	35				
SUPER STORE	23	6	9	6				
COMBINATION	9	-	3	5				
WAREHOUSE	11	4	-	5				

TABLE 67B
Average Total Capital Investment
(Medians)

		LOCATION OF STORE			STORE TYPE			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE
ALL STORES	572500	900000	552500	400000	500054	1000000	853000	300000
GEOGRAPHIC LOCATION								
NORTHEAST	386000	335000	800000	200000	335000	2155000	-	300000
SOUTH	570000	900000	347555	425500	508108	956814	-	385000
NORTH CENTRAL	550000	-	605000	400000	400000	1000000	1106500	295000
WEST	773624	-	850956	624000	844038	-	-	-
TYPE OF STORE								
CONVENTIONAL	500054	900000	444306	400000				
SUPER STORE	1000000	790907	1181119	1209493				
COMBINATION	853000	-	1390436	300000				
WAREHOUSE	300000	450000	-	295000				

TABLE 68A

Changes Made During Remodeling to Increase Energy Efficiency

		STORE SIZE						LOCATION OF STORES		
	ALL STORES	UNDER 12,500	12,501-17,499	17,500-22,499	22,500-27,499	27,500-32,499	32,500 AND OVER	COMMUN. SHOPPING CENTER	NEIGHB. SHOPPING CENTER	FREE-STANDING
ALL STORES	156	27	25	49	32	11	8	35	66	51
REDUCED LIGHT LEVELS	35.9	18.5	20.0	51.0	46.9	9.1	25.0	60.0	33.3	19.6
ADDED ENERGY CONTROLS OF ANY TYPE	49.4	40.7	44.0	67.3	50.0	27.3	12.5	82.9	33.3	45.1
CHANGED TO MORE EFFICIENT REFRIGERATION CASES	60.3	66.7	64.0	71.4	46.9	45.5	37.5	65.7	51.5	64.7
ALTERED HVAC SYSTEM TO INCREASE EFFICIENCY	53.8	48.1	44.0	69.4	50.0	36.4	50.0	80.0	43.9	49.0
ADDED DOUBLE DOORS TO FRONT ENTRANCE	17.3	22.2	24.0	16.3	9.4	9.1	12.5	5.7	12.1	29.4
ADDED LOADING DOCK ENCLOSURE	19.2	11.1	16.0	20.4	21.9	18.2	12.5	2.9	22.7	25.5
REDUCED CEILING HEIGHT	14.1	3.7	12.0	16.3	21.9	9.1	12.5	14.3	15.2	9.8
NO CHANGES MADE	11.5	25.9	4.0	10.2	6.3	18.2	12.5	8.6	15.2	9.8

TABLE 68B

Changes Made During Remodeling to Increase Energy Efficiency

(Medians)

		STORE TYPE				GEOGRAPHIC LOCATION			
	ALL STORES	CONVENTIONAL	SUPER STORE	COMBINATION	WAREHOUSE	NORTH EAST	SOUTH	NORTH CENTRAL	WEST
ALL STORES	156	113	23	9	11	29	61	39	24
REDUCED LIGHT LEVELS	35.9	38.9	26.1	44.4	18.2	41.4	34.4	12.8	62.5
ADDED ENERGY CONTROLS OF ANY TYPE	49.4	47.8	73.9	33.3	27.3	48.3	65.6	41.0	16.7
CHANGED TO MORE EFFICIENT REFRIGERATION CASES	60.3	65.5	60.9	44.4	18.2	58.6	62.3	69.2	37.5
ALTERED HVAC SYSTEM TO INCREASE EFFICIENCY	53.8	53.1	69.6	55.6	27.3	44.8	65.6	56.4	25.0
ADDED DOUBLE DOORS TO FRONT ENTRANCE	17.3	11.5	30.4	55.6	18.2	13.8	6.6	38.5	4.2
ADDED LOADING DOCK ENCLOSURE	19.2	15.9	26.1	33.3	27.3	17.2	9.8	35.9	20.8
REDUCED CEILING HEIGHT	14.1	13.3	21.7	22.2	-	20.7	8.2	23.1	8.3
NO CHANGES MADE	11.5	10.6	-	-	54.5	6.9	14.8	10.3	12.5

STORES ACQUIRED IN 1979

The majority of acquired stores were located in the North Central region. Except for a slight loss by conventionals and gain by warehouses, most supermarkets did not change store type after the acquisition.

In 1979 although both the average square feet and the average weekly sales decreased from 1978 (24,088 square feet to 17,920 and $102,000 to $91,600), sales per square foot remained fairly constant at $6.25.

The average total capital investment was $62,000 with ranges from $26,500 in the West to $120,000 in the Northeast.

TABLE 69

Location of Store

		ANNUAL SALES VOLUME (1979) IN MILLIONS OF $						GEOGRAPHIC LOCATION			
	ALL STORES	UNDER $10	10-30	30-100	100-250	250-500	OVER $500	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST
ALL STORES	92	8	8	13	10	32	19	20	12	53	6
REGIONAL SHOPPING CENTER	2.2	-	-	-	10.0	3.1	-	-	-	3.8	-
COMMUNITY SHOPPING CENTER	26.1	25.0	12.5	15.4	20.0	12.5	68.4	15.0	16.7	35.8	-
NEIGHBORHOOD SHOPPING CENTER	34.8	12.5	37.5	46.1	40.0	50.0	-	55.0	50.0	18.9	66.7
FREE STANDING	36.9	62.5	50.0	38.5	30.0	34.4	31.6	30.0	33.3	41.5	33.3

TABLE 70

Change in Store Type as a Result of Acquisition

		LOCATION OF STORE			GEOGRAPHIC LOCATION			
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST
ALL STORES (BEFORE)	95	24	31	34	24	12	52	6
CONVENTIONAL	87.4	91.7	77.4	91.2	79.2	91.7	88.5	100.0
SUPER STORE	9.5	4.2	19.4	5.9	20.8	-	7.7	-
COMBINATION STORE	2.1	4.1	3.2	-	-	8.3	1.9	-
WAREHOUSE	1.0	-	-	2.9	-	-	1.9	-
ALL STORES (AFTER)	96	24	32	34	24	12	53	6
CONVENTIONAL	80.2	87.5	65.6	85.3	75.0	75.0	81.1	100.0
SUPER STORE	9.4	8.3	15.6	5.9	20.8	8.4	5.7	-
COMBINATION STORE	2.1	4.2	3.1	-	-	8.3	1.9	-
LIMITED ASSORTMENT	3.1	-	9.4	-	-	8.3	3.8	-
WAREHOUSE	5.2	-	6.3	8.8	4.2	-	7.5	-

TABLE 71A

Average Square Feet of Total Area After Acquisition

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	95	24	32	33	76	9	5
NORTHEAST	23	3	11	5	17	5	-
SOUTH	12	-	6	4	9	-	-
NORTH CENTRAL	53	19	12	22	43	3	4
WEST	6	-	4	-	6	-	-
STORE TYPE	95	24	32	33			
CONVENTIONAL	76	21	21	28			
SUPER STORE	9	-	5	-			
WAREHOUSE	5	-	-	3			

TABLE 71B

Average Square Feet of Total Area After Acquisition

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	17920	20350	22250	16500	16000	35482	26537
GEOGRAPHIC LOCATION							
NORTHEAST	22600	25000	24960	23014	16500	30196	-
SOUTH	17375	-	18250	16625	17250	-	-
NORTH CENTRAL	17920	15000	23100	16436	16000	38600	28000
WEST	13500	-	19250	-	13500	-	-
TYPE OF STORE							
CONVENTIONAL	16000	15000	21300	16000			
SUPER STORE	35482	-	35482	-			
WAREHOUSE	26537	-	-	26537			

TABLE 72A

Average Square Feet of Selling Area After Acquisition

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	94	24	31	33	76	8	5
NORTHEAST	22	3	10	5	17	4	-
SOUTH	12	-	6	4	9	-	-
NORTH CENTRAL	53	19	10	22	43	3	4
WEST	6	-	4	-	6	-	-
STORE TYPE	94	24	31	33			
CONVENTIONAL	76	21	21	28			
SUPER STORE	3	-	4	-			
WAREHOUSE	5	-	-	3			

TABLE 72B

Average Square Feet of Selling Area After Acquisition

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	13289	15172	16000	12000	12012	23263	22200
GEOGRAPHIC LOCATION							
NORTHEAST	16500	18500	17586	17031	13079	20668	-
SOUTH	13000	-	12700	11250	12500	-	-
NORTH CENTRAL	12796	10000	17000	11533	11000	25300	22500
WEST	10332	-	15212	-	10332	-	-
TYPE OF STORE							
CONVENTIONAL	12212	10800	14000	11000			
SUPER STORE	23263	-	23263	-			
WAREHOUSE	22000	-	-	20422			

TABLE 73A

Average Weekly Sales After Acquisition

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	77	20	25	27	65	2	5
NORTHEAST	18	3	7	4	16	-	-
SOUTH	12	-	6	4	9	-	-
NORTH CENTRAL	41	15	7	18	35	-	4
WEST	5	-	4	-	5	-	-
STORE TYPE	77	20	25	27			
CONVENTIONAL	66	19	19	23			
SUPER STORE	2	-	-	-			
WAREHOUSE	5	-	-	3			

TABLE 73B

Average Weekly Sales After Acquisition

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	91600	150000	100000	80000	97600	71000	140000
GEOGRAPHIC LOCATION							
NORTHEAST	92500	85000	135000	100500	92500	-	-
SOUTH	71000	-	49500	67500	62000	-	-
NORTH CENTRAL	118000	150000	47000	163000	125000	-	102500
WEST	45000	-	85000	-	45000	-	-
TYPE OF STORE							
CONVENTIONAL	97600	150000	125000	80000			
SUPER STORE	71000	-	-	-			
WAREHOUSE	140000	-	-	140000			

TABLE 74A

Weekly Sales Post Acquisition as a Percent of Pre-Acquisition

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	71	22	22	24	52	2	5
NORTHEAST	18	3	7	4	16	-	-
SOUTH	12	-	6	4	9	-	-
NORTH CENTRAL	35	15	4	15	31	-	4
WEST	5	-	4	-	5	-	-
STORE TYPE	71	22	22	24			
CONVENTIONAL	62	19	18	22			
SUPER STORE	2	-	-	-			
WAREHOUSE	5	-	-	3			

TABLE 74B

Weekly Sales Post Acquisition as a Percent of Pre-Acquisition

(Medians*)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WAREHOUSE
ALL STORES	118	113	123	121	115	129	217
GEOGRAPHIC LOCATION							
NORTHEAST	119	131	124	116	113	-	-
SOUTH	123	-	124	117	123	-	-
NORTH CENTRAL	111	111	139	118	111	-	245
WEST	129	-	122	-	129	-	-
TYPE OF STORE							
CONVENTIONAL	115	111	123	111			
SUPER STORE	129	-	-	-			
WAREHOUSE	217	-	-	217			

*all medians are expressed in terms of percentages

TABLE 75A

Average Sales per Square Foot After Acquisition (Selling Area)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	77	20	25	27	65	2	5
NORTHEAST	18	3	7	4	16	-	-
SOUTH	12	-	6	4	9	-	-
NORTH CENTRAL	41	15	7	18	35	-	4
WEST	5	-	4	-	5	-	-
STORE TYPE	77	20	25	27			
CONVENTIONAL	66	19	19	23			
SUPER STORE	2	-	-	-			
WAREHOUSE	5	-	-	3			

TABLE 75B

Average Sales per Square Foot After Acquisition (Selling Area)

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	6.25	9.52	5.43	6.15	7.22	4.04	6.22
GEOGRAPHIC LOCATION							
NORTHEAST	6.99	6.67	9.34	6.64	8.14	-	-
SOUTH	5.47	-	4.73	5.72	5.52	-	-
NORTH CENTRAL	7.52	11.76	4.78	6.52	11.11	-	5.32
WEST	5.21	-	5.73	-	5.21	-	-
TYPE OF STORE							
CONVENTIONAL	7.22	10.67	5.88	6.23			
SUPER STORE	4.04	-	-	-			
WAREHOUSE	6.22	-	-	6.29			

TABLE 76A

Average Cost of Equipment, Fixtures and Decorations

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	74	20	26	22	60	7	3
NORTHEAST	20	3	8	5	16	3	-
SOUTH	7	-	4	-	5	-	-
NORTH CENTRAL	42	16	9	13	32	3	-
WEST	6	-	4	-	6	-	-
STORE TYPE	74	20	26	22			
CONVENTIONAL	60	17	19	18			
SUPER STORE	7	-	3	-			
WAREHOUSE	3	-	-	-			

TABLE 76B
Average Cost of Equipment, Fixtures and Decorations
(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	62000	62000	65000	63243	62000	150000	200000
GEOGRAPHIC LOCATION							
NORTHEAST	137500	125000	112500	152000	122500	150000	-
SOUTH	37000	-	14000	-	37000	-	-
NORTH CENTRAL	62000	62000	125000	61485	62000	116500	-
WEST	26500	-	27500	-	26500	-	-
TYPE OF STORE							
CONVENTIONAL	62000	62000	60000	57287			
SUPER STORE	150000	-	150000	-			
WAREHOUSE	220000	-	-	-			

TABLE 77A

Other Costs Incurred During Acquisition

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	15	3	5	6	14	-	-
NORTHEAST	5	-	-	-	4	-	-
SOUTH	2	-	-	-	-	-	-
NORTH CENTRAL	6	-	-	5	8	-	-
WEST	-	-	-	-	-	-	-
STORE TYPE	15	3	5	6			
CONVENTIONAL	14	3	5	5			
SUPER STORE	-	-	-	-			
WAREHOUSE	-	-	-	-			

TABLE 77B

Other Costs Incurred During Acquisition

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	21000	25000	24000	19643	22000	-	-
GEOGRAPHIC LOCATION							
NORTHEAST	24000	-	-	-	24500	-	-
SOUTH	12500	-	-	-	-	-	-
NORTH CENTRAL	32877	-	-	18285	32877	-	-
WEST	-	-	-	-	-	-	-
TYPE OF STORE							
CONVENTIONAL	22000	25000	24000	18285			
SUPER STORE	-	-	-	-			
WAREHOUSE	-	-	-	-			

TABLE 78A

Average Total Capital Investment

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	81	22	28	25	67	7	3
NORTHEAST	21	3	9	5	17	3	-
SOUTH	8	-	5	-	6	-	-
NORTH CENTRAL	45	19	9	16	37	3	-
WEST	6	-	4	-	6	-	-
STORE TYPE	81	22	28	25			
CONVENTIONAL	67	19	21	21			
SUPER STORE	7	-	3	-			
WAREHOUSE	3	-	-	-			

TABLE 78B

Average Total Capital Investment

(Medians)

		LOCATION OF STORE			STORE TYPE		
	ALL STORES	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	62000	62000	67500	61485	62000	116500	200000
GEOGRAPHIC LOCATION							
NORTHEAST	120000	125000	75000	152000	120000	175000	-
SOUTH	51000	-	18000	-	56000	-	-
NORTH CENTRAL	62000	62000	125000	55743	62000	116500	-
WEST	26500	-	27500	-	26500	-	-
TYPE OF STORE							
CONVENTIONAL	62000	62000	60000	50000			
SUPER STORE	116500	-	116500	-			
WAREHOUSE	200000	-	-	-			

STORES CLOSED IN 1979

Almost half of all stores closed in 1979 were located in the North Central region and over 80 percent were conventionals.

Older stores were closed this year. Two out of five stores had been operated for over 16 years as a grocery store. Fifty percent of all closed stores were reopened as food stores.

Reasons for store closings were varied but several dominate. Again this year, poor profits and low sales volume were the main reasons with 52 percent and 47 percent, respectively. Almost a third of all closed stores were replaced by another store in the same area.

Stores closed averaged 11,440 square feet of selling area and weekly sales of $55,000.

TABLE 79
Closed Stores

	Percentage of Stores Closed	Sq. Ft. of Selling Area	Weekly Sales	Sales Per Sq. Ft.
1975	3.7%	10,372 sq. ft	$30,004	$3.23
1976	5.5	14,600	50,000	3.36
1977	4.7	12,395	42,000	3.55
1978	4.4	12,759	45,000	3.76
1979	4.8	11,440	55,000	5.00

TABLE 80
Annual Sales Volume of Company

		LOCATION				GEOGRAPHIC LOCATION				
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	137	10	29	53	45	27	34	65	8	3
UNDER $10 MILLION	2.2	-	3.5	-	4.5	-	2.9	1.5	12.5	-
$10 - $30 MILLION	8.8	10.0	10.3	5.7	11.1	-	20.6	4.6	25.0	-
$30 - $100 MILLION	15.3	-	13.8	7.6	28.9	22.2	23.5	16.8	-	-
$100 - $250 MILLION	4.4	-	-	7.5	4.4	7.4	5.9	-	25.0	-
$250 - $500 MILLION	10.2	-	6.9	7.5	17.8	22.2	-	7.7	-	100.0
OVER $500 MILLION	59.1	90.0	65.5	71.7	33.3	48.2	47.1	75.4	37.5	-

TABLE 81

Geographic Region of Store

		LOCATION OF STORE			
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING
ALL STORES	137	10	29	53	45
NORTHEAST	19.7	20.0	24.1	11.3	26.7
SOUTH	24.8	20.0	17.3	20.8	35.6
NORTH CENTRAL	47.5	60.0	55.2	56.6	28.9
WEST	5.8	-	3.4	9.4	4.4
CANADA	2.2	-	-	1.9	4.4

TABLE 82

Location of Store

		GEOGRAPHIC LOCATION				
	ALL STORES	NORTH EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	137	27	34	65	8	3
REGIONAL SHOPPING CENTER	7.3	7.4	5.9	9.2	-	-
COMMUNITY SHOPPING CENTER	21.2	25.9	14.7	24.6	12.5	-
NEIGHBORHOOD SHOPPING CENTER	38.7	22.2	32.4	46.2	62.5	33.3
FREE STANDING	32.8	44.5	47.0	20.0	25.0	66.7

TABLE 83

Store Type

		LOCATION				GEOGRAPHIC LOCATION				
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	127	10	28	48	41	27	32	57	8	3
CONVENTIONAL SUPER MARKET	92.9	80.0	89.3	93.7	97.6	85.2	93.8	98.2	87.5	66.7
SUPER STORE	2.4	-	-	4.2	2.4	3.7	-	1.8	12.5	-
LIMITED ASSORTMENT STORE	.8	-	3.6	-	-	-	3.1	-	-	-
WAREHOUSE	3.1	20.0	3.6	2.1	-	7.4	3.1	-	-	33.3
FOOD DEPARTMENT	.8	-	3.5	-	-	3.7	-	-	-	-

TABLE 84

Years Company Operated the Store

		LOCATION				GEOGRAPHIC LOCATION				
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	133	8	29	53	43	26	32	64	8	3
UNDER 6 YEARS	14.3	12.5	20.7	11.3	14.0	15.4	25.0	7.8	25.0	-
6 - 10 YEARS	11.3	12.5	24.1	7.6	7.0	19.2	-	11.0	37.5	-
11 - 15 YEARS	27.8	12.5	37.9	28.3	23.3	26.9	25.0	28.1	25.0	66.7
16 - 20 YEARS	33.8	62.5	17.3	35.8	37.2	23.1	37.5	40.6	12.5	-
21 - 25 YEARS	9.0	-	-	11.3	13.9	11.5	6.3	9.4	-	33.3
26 OR MORE YEARS	3.8	-	-	5.7	4.6	3.9	6.2	3.1	-	-

TABLE 85

Current Status of Building

		LOCATION				GEOGRAPHIC LOCATION				
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	132	10	26	52	44	27	31	63	8	3
ANOTHER FOOD STORE	52.3	70.0	30.8	75.0	34.1	11.1	58.1	69.8	37.5	33.4
ANOTHER RETAIL OPERATION	19.7	20.0	30.8	9.6	25.0	40.8	19.4	11.1	25.0	-
ANOTHER BUSINESS OPERATION	3.8	-	-	-	11.4	3.7	3.2	1.6	12.5	33.3
VACANT	24.2	10.0	38.4	15.4	29.5	44.4	19.3	17.5	25.0	33.3
DESTROYED	-	-	-	-	-	-	-	-	-	-
OTHER	-	-	-	-	-	-	-	-	-	-

TABLE 86

Reasons for Closing the Store

		LOCATION				GEOGRAPHIC LOCATION				
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	NORTH-EAST	SOUTH	NORTH-CENTRAL	WEST	CANADA
ALL STORES	137	10	29	53	45	27	34	65	8	3
POOR PROFITS	51.8	40.0	72.4	47.2	46.7	51.9	55.9	46.2	75.0	66.7
LOW SALES VOLUME	46.7	-	69.0	45.3	44.4	37.0	44.1	47.7	75.0	66.7
REPLACED BY ANOTHER STORE IN SAME AREA	32.8	50.0	13.8	43.4	28.9	37.0	8.8	47.7	-	33.3
BUILDING WAS TOO SMALL	21.2	-	13.8	15.1	37.8	22.2	20.6	21.5	12.5	33.3
BUILDING WAS OLD/ IN POOR CONDITION	13.1	-	6.9	9.4	24.4	25.9	8.8	3.1	50.0	66.7
DID NOT RENEW LEASE	12.4	30.0	6.9	13.2	11.1	7.4	5.9	20.0	-	-
HIGH CRIME RATE/ NEIGHBORHOOD UNDESIRABLE	3.6	-	-	3.8	6.7	-	8.8	1.5	12.5	-
WITHDRAWAL FROM MARKET	10.9	-	17.2	5.7	15.6	3.7	29.4	3.1	25.0	-
OTHER	2.9	-	3.4	1.9	4.4	7.4	-	-	25.0	-

TABLE 87A
Average Square Feet of Selling Area

		LOCATION OF STORES				STORE TYPE		
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	137	10	29	53	45	118	3	4
NORTHEAST	19.7	-	24.1	11.3	25.7	19.5	-	-
SOUTH	24.8	-	17.2	20.8	35.6	25.4	-	-
NORTH CENTRAL	47.5	60.0	55.2	56.6	28.9	47.5	-	-
WEST	5.8	-	-	9.4	-	5.9	-	-
CANADA	2.2	-	-	-	-	-	-	-
STORE TYPE	125	10	26	48	41	118	3	4
CONVENTIONAL	94.4	80.0	96.2	93.8	97.6	100.0	-	-
SUPER STORE	2.4	-	-	-	-	-	100.0	-
WAREHOUSE	3.2	-	-	-	-	-	-	100.0

TABLE 87B

Average Square Feet of Selling Area

(Medians)

		LOCATION OF STORES				STORE TYPE		
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	11440	10500	16000	11000	11108	11500	14000	17206
GEOGRAPHIC LOCATION								
NORTHEAST	12000	-	13760	10840	11169	11337	-	-
SOUTH	12000	-	16000	10600	11220	12000	-	-
NORTH CENTRAL	11000	10000	15500	11000	11200	11500	-	-
WEST	17512	-	-	18170	-	16854	-	-
CANADA	11108	-	-	-	-	-	-	-
STORE TYPE								
CONVENTIONAL	11500	10000	16000	11000	11225	11500	-	-
SUPER STORE	14000	-	-	-	-	-	14000	-
WAREHOUSE	17206	-	-	-	-	-	-	17206

TABLE 88A

Average Weekly Sales

		LOCATION OF STORES				STORE TYPE		
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVENTIONAL	SUPER STORE	WAREHOUSE
GEOGRAPHIC LOCATION	137	10	29	53	45	118	3	4
NORTHEAST	19.7	-	24.1	11.3	26.7	19.5	-	-
SOUTH	24.8	-	17.2	20.8	35.6	25.4	-	-
NORTH CENTRAL	47.5	60.0	55.2	56.6	28.9	47.5	-	-
WEST	5.8	-	-	9.4	-	5.9	-	-
CANADA	2.2	-	-	-	-	-	-	-
STORE TYPE	125	10	26	48	41	118	3	4
CONVENTIONAL	94.4	80.0	96.2	93.8	97.6	100.0	-	-
SUPER STORE	2.4	-	-	-	-	-	100.0	-
WAREHOUSE	3.2	-	-	-	-	-	-	100.0

TABLE 88B

Average Weekly Sales

(Medians)

		LOCATION OF STORES				STORE TYPE		
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	55000	55000	84000	55000	48000	55000	78842	76000
GEOGRAPHIC LOCATION								
NORTHEAST	70000	-	70000	61500	56000	62000	-	-
SOUTH	45000	-	49000	35000	45000	45000	-	-
NORTH CENTRAL	60000	55000	94000	60000	60000	60000	-	-
WEST	53000	-	-	69936	-	50000	-	-
CANADA	29000	-	-	-	-	-	-	-
STORE TYPE								
CONVENTIONAL	55000	55000	85000	55000	46500	55000	-	-
SUPER STORE	78842	-	-	-	-	-	78842	-
WAREHOUSE	76000	-	-	-	-	-	-	76000

TABLE 89A

Average Sales per Square Foot of Selling Area

		LOCATION OF STORES				STORE TYPE		
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
GEOGRAPHIC LOCATION	137	10	29	53	45	118	3	4
NORTHEAST	19.7	-	24.1	11.3	25.7	19.5	-	-
SOUTH	24.6	-	17.2	20.8	35.6	25.4	-	-
NORTH CENTRAL	47.5	60.0	55.2	56.6	28.9	47.5	-	-
WEST	5.8	-	-	9.4	-	5.9	-	-
CANADA	2.2	-	-	-	-	-	-	-
STORE TYPE	125	10	26	48	41	118	3	4
CONVENTIONAL	94.4	80.0	96.2	93.8	97.6	100.0	-	-
SUPER STORE	2.4	-	-	-	-	-	100.0	-
WAREHOUSE	3.2	-	-	-	-	-	-	100.0

TABLE 89B

Average Sales per Square Foot of Selling Area

(Medians)

		LOCATION OF STORES				STORE TYPE		
	ALL STORES	REGIONAL SHOPPING CENTER	COMMUN. SHOPPING CENTER	NEIGH. SHOPPING CENTER	FREE-STANDING	CONVEN-TIONAL	SUPER STORE	WARE-HOUSE
ALL STORES	5.00	5.50	5.14	5.00	4.54	5.00	3.70	3.84
GEOGRAPHIC LOCATION								
NORTHEAST	5.38	-	5.26	8.14	4.97	5.26	-	-
SOUTH	3.71	-	2.55	2.67	3.75	3.75	-	-
NORTH CENTRAL	5.45	5.50	5.71	5.00	5.22	5.07	-	-
WEST	3.09	-	-	3.70	-	2.86	-	-
CANADA	2.97	-	-	-	-	-	-	-
STORE TYPE								
CONVENTIONAL	5.00	5.50	5.14	5.00	4.50	5.00	-	-
SUPER STORE	3.70	-	-	-	-	-	3.70	-
WAREHOUSE	3.84	-	-	-	-	-	-	3.84

APPENDIX

Definitions

Supermarket	A retail food store with annual sales of at least one million dollars. a) Combination: A supermarket with a pharmacy using common checkouts and at least 25% of the total selling area devoted to general merchandise. b) Conventional: Sells a standard assortment of merchandise in a traditional way. c) Food Department: A separate department located in a general merchandise store. d) Limited Assortment Store: Carries less than 1000 items and offers few if any perishables with a "no frills" shopping environment. e) Super Store: Provides an expanded and upgraded selection of both food and non-food items. f) Warehouse Store: Uses utilitarian fixtures and emphasizes lower prices at the expense of customer service.
Regional Shopping Center	A planned center with at least two major department or discount stores.
Community Shopping Center	A planned center dominated by one large department or discount store.
Neighborhood Shopping Center	A planned center with more than one store but dominated by the supermarket.
Free Standing	A store located by itself or in an unplanned shopping area.
HID	High Intensity Discharge bulbs (e.g. Sodium, Mercury Vapor).
Building Costs	All costs incurred in construction of a new supermarket, including the cost of air conditioning and sprinkler systems (excluding the costs of land, parking lot, store equipment, fixtures and decorating).
Total Capital Investment	All costs of land, building, store equipment, fixtures, and decorating incurred in building a new supermarket, excluding only opening inventory and operating start-up costs.
Selling Area	Customer area of store.

Region

The geographic area in which the store is located, not the company headquarters location. Listed below are the states which fall into each region.

Northeast

- Connecticut
- Maine
- Massachusetts
- New Hampshire
- New Jersey
- New York
- Pennsylvania
- Rhode Island
- Vermont

South

- Alabama
- Arkansas
- Delaware
- District of Columbia
- Florida
- Georgia
- Kentucky
- Louisiana
- Maryland
- Mississippi
- North Carolina
- Oklahoma
- Puerto Rico
- South Carolina
- Tennessee
- Texas
- Virginia
- West Virginia

North Central

- Illinois
- Indiana
- Iowa
- Kansas
- Michigan
- Minnesota
- Missouri
- Nebraska
- North Dakota
- Ohio
- South Dakota
- Wisconsin

West

- Alaska
- Arizona
- California
- Colorado
- Hawaii
- Idaho
- Montana
- Nevada
- New Mexico
- Oregon
- Utah
- Washington
- Wyoming

Canada

Facts About Stores Opened in 1979

Please complete one questionnaire for each store opened in 1979. If more than one store of the ame size and format was opened in 1979, you may complete one questionnaire for each group of imilar stores opened, however, please indicate the number of stores summarized on each questionnaire.

Number of stores summarized on this questionnaire. ________

If you have any questions about completing this questionnaire, please call the research department of FMI—202/452-8444.

I. Background

1. In what state is the store located? .... ________

2. Is the store in a: (check one)?
   1) regional shopping center (a planned center with at least *two* major department or discount stores)? .... ☐ 1
   2) community shopping center (a planned center dominated by *one* large department or discount store)? ..... ☐ 2
   3) neighborhood shopping center (a planned center with more than one store but dominated by the supermarket)? .... ☐ 3
   4) free standing (a store located by itself or in an unplanned shopping area)? .... ☐ 4

3. Was the store a: (check one)
   1) conventional supermarket (sells a standard assortment of merchandise in the traditional way)? .... ☐ 1
   2) super store (provides an expanded and upgraded selection of both food and non-food items)? .... ☐ 2 175
   3) combination store (a supermarket with a pharmacy using common checkouts and at least 25% of the total selling area devoted to general merchandise)? .... ☐ 3
   4) limited assortment store (carries less than 1000 items and offers few if any perishables with a "no frills" shopping environment)? .... ☐ 4
   5) warehouse store (uses utilitarian fixtures and emphasizes lower prices at the expense of customer service)? .... ☐ 5
   6) food department (a separate department located in a general merchandise store)? .... ☐ 6

II. Area (If the store is a "food department," report only the area occupied by the food department.)

4. What is the *total* area, in square feet, of the entire store? .... ________ sq. ft.

5. What is the *selling* area, in square feet, of the store? .... ________ sq. ft.

6. What is the *selling* area, in square feet, of the non-food sections (general merchandise including HABA) of the store? .... ________ sq. ft.

III. Parking Lot

7. What is the number of parking stalls for this store? .... ________

8. Is the parking lot shared with other businesses or is it for your customers only?

   share .... ☐ 1
   customers only .... ☐ 2

IV. Sales

9. For a typical four weeks, what are the store's average weekly sales? .... $ ____________

10. What are the typical average weekly sales for general merchandise including HABA? .... $ ____________

11. What is the average sales per customer transaction? .... $ ____________

12. What is the average number of items per customer transaction? .... ____________

V. Front End

13. How many checkouts are there in the entire store? .... ____________

14. Does the store have common checkouts for both food and general merchandise or are they separate?
    - common .... ☐ 1
    - separate .... ☐ 2

15. Please check the type of cash register used in the store:
    - mechanical .... ☐ 1
    - stand-alone electronic .... ☐ 2
    - electronic cash registers connected to an in-store computer ☐ 3
    - electronic cash registers equipped with front-end scanners ☐ 4

16. Can the system be upgradeable to scanning?
    - Yes .... ☐ 1
    - No .... ☐ 2

17. Does the checkout have electronic scales for weighing variable weight items?
    - Yes .... ☐ 1
    - No .... ☐ 2

18. Which of the following best describes the type of checkstand design used at the front end of the store? (check one)
    - over-the-end .... ☐ 1
    - over-the-counter .... ☐ 2
    - double belt .... ☐ 3
    - single belt .... ☐ 4
    - lazy susan .... ☐ 5
    - other ____________ (please specify) ☐ 6

19. Method of unloading the shopping cart?
    - customer unload .... ☐ 1
    - checker unload .... ☐ 2

VI. Specialty Departments

20. Please check each specialty department located in the store: (check as many as apply)

restaurant or lunch counter ☐ 1
delicatessen (service only) ☐ 2
delicatessen (self-service only) ☐ 3
delicatessen (both service & self-service) ☐ 4
courtesy booth ☐ 5
floral/plant shop ☐ 6
wine ☐ 7
liquor ☐ 8

service meat ☐ 1
fresh seafood ☐ 2
scratch (mix) bakery ☐ 3
bake-off (frozen dough) bakery ☐ 4
combination scratch/bake-off bakery ☐ 5
coldspot (no baking on premises) ☐ 6
pharmacy ☐ 7

VII. Ownership/Lease Arrangements

21. Do you pay rent to a

landlord ☐ 1
subsidiary ☐ 2
don't pay rent ☐ 3

22. Is the store leased from an independent landlord or is it occupied under a build-sell-lease back arrangement?

independent landlord ☐ 1
build-sell-lease back ☐ 2

23. How many years is the original term of the lease? ________ yrs.

24. Which of the following are provided for by the landlord? (check as many as apply)

installation of heating/air conditioning system ☐ 1
maintenance of heating/air conditioning system ☐ 2
taxes ☐ 3
increases in taxes ☐ 4
insurance ☐ 5
installation of customer parking ☐ 6
maintenance of customer parking ☐ 7
sprinkler system ☐ 8
other ________ (please specify) ☐ 9

25. Is the amount of rent on the store a

percentage of sales? ☐ 1
fixed minimum amount per year with a maximum based on a percentage of sales ☐ 2
fixed amount per square foot ☐ 3
figured some other way ______ ☐ 4
______
(please specify and give amount paid)

26. If the rent is a percentage of sales, how much is paid (Give the answer to one decimal point, as 1.5%)? ______ %

27. If the rent is a fixed minimum amount per year with a maximum amount based on a percentage of sales, what is the:

minimum annual rent? $ ______
percent of sales? ______ %

28. Using the typical weekly sales you gave in question 9, what is the *total* rent you will pay for the *entire year* regardless of the particular lease arrangement you have? $ ______

VIII. Costs and Capital Investments

29. Regardless of who incurred the expenses, what was the cost of the land used for the store and parking facilities? (If the costs are unknown, please give an estimate.) $ ______

30. Regardless of who incurred the expenses, what was the building cost for the store, including the cost of the air conditioning and sprinkler systems? (If the costs are unknown, please given an estimate.) $ ______

31. Regardless if the equipment was installed by in-house maintenance or a service department, what was the cost, including installation, for the store equipment, fixtures and decorating (refrigerated cases, display shelves, registers, signs, carpeting, wall treatments, etc.)? $ ______

32. Regardless of who incurred the costs, what was the *total* capital investment for the store *excluding* only opening inventory and operating start-up costs? $ ______

IX. Store Facilities/Energy

33. Is heat reclaim used in the store?

Yes ☐ 1
No ☐ 2

34. If heat reclaim is used, do you

use it to heat the store only? ☐ 1
use it to heat both the store and water for the store? ☐ 2

35. Does the store utilize an electronic energy management system?

Yes, and it is controlled centrally at headquarters ☐ 1
Yes, and it is controlled by the individual store ☐ 2
No electronic system used ☐ 3

36. Please check if the store has:

double doors at the front entrance ☐ 1
enclosed loading docks ☐ 2
reduced ceiling heights ☐ 3

37. What is the general level of lighting used in the sales area of the store ..... ________ foot candles

38. Compared to the typical store you operate, the light level in this store is

greater ☐ 1
the same ☐ 2
less ☐ 3

39. What percent of general store lighting is provided by each of the following lamp types

fluorescent ________ %
HID bulbs (e.g. mercury, vapor, multivapor, sodium) ________ %
Other ________ (please specify) ________ %
100%

40. The most common lighting fixture used in the store is (check one)

surface mount ☐ 1
gondola mount ☐ 2
recessed ☐ 3

41. What is the R value of the store's roof insulation? .... ________ R value

42. Compared to the typical store you operate, the insulation level of the store's roof is

greater ☐ 1
the same ☐ 2
less ☐ 3

43. What is the R Value of the store's exterior sidewall insulation? .... ________ R value

44. What is the linear floor footage of the frozen food department including ice cream?

________ linear feet of multi-deck cases
________ linear feet of glass door cases
________ linear feet of open (coffin) cases
________ linear feet of other ________ (please specify)
________ TOTAL linear feet of frozen department

X. Factual Information

45. Please check what the annual sales volume of your company will be in 1979 (approximately)?

Under $10 million .... ☐ 1
from $10 to $30 million .... ☐ 2
from $30 to $100 million .... ☐ 3
from $100 to $250 million .... ☐ 4
from $250 to $500 million .... ☐ 5
over $500 million .... ☐ 6

46. Does your company operate:

fewer than 11 retail stores? .... ☐ 1
11 or more retail stores? .... ☐ 2

Facts About Stores Remodeled/Acquired in 1979

Please complete one questionnaire for each store remodeled and/or acquired in 1979. If you have any questions about completing the questionnaire, please call the research department of FMI—202/452-8444.

I. Background

1. In what state is the store located? .... ______________

2. Is the store in a: (please check one)
   1) regional shopping center (a planned center with at least *two* major department or discount stores)? .... ☐ 1
   2) community shopping center (a planned center dominated by *one* large department or discount store)? ..... ☐ 2
   3) neighborhood shopping center (a planned center with more than one store but dominated by the supermarket)? .... ☐ 3
   4) free standing (a store located by itself or in an unplanned shopping area)? .... ☐ 4

3. Before the store was remodeled and/or acquired, was it a: (please check one)
   1) conventional supermarket (sells a standard assortment of merchandise in the traditional way)? .... ☐ 1
   2) super store (provides an expanded and upgraded selection of both food and non-food items)? .... ☐ 2
   3) combination store (a supermarket with a pharmacy using common checkouts and at least 25% of the total selling area devoted to general merchandise)? .... ☐ 3
   4) limited assortment store (carries less than 1000 items and offers few if any perishables with a "no-frills" shopping environment)? .... ☐ 4
   5) warehouse store (uses utilitarian fixtures and emphasizes lower prices at the expense of customer service)? .... ☐ 5
   6) food department (a separate department located in a general merchandise store)? .... ☐ 6

4. After the store was remodeled and/or acquired, was it reopened as a (see question 3 for definitions): (please check one)
   1) conventional supermarket .... ☐ 1
   2) super store .... ☐ 2
   3) combination store .... ☐ 3
   4) limited assortment store .... ☐ 4
   5) warehouse store .... ☐ 5
   6) food department .... ☐ 6

5. Please give the following data for the store before and after remodeling and/or acquisition:

	Before Remodeling/Acquisition	**After Remodeling/Acquisition**
average weekly sales for a typical four weeks	$ ______________	$ ______________
total area in square feet	______________ sq. ft.	______________ sq. ft.
selling area in square feet	______________ sq. ft.	______________ sq. ft.
selling area, in square feet, of the non-food sections (general merchandise including HABA)	______________ sq. ft.	______________ sq. ft.

II. Costs and Capital Investment

6. Regardless of who paid for it, what was the cost of any structural change? $ ____________

7. Including installation costs, what was the cost for the store equipment, fixtures and store decorations added during remodeling (refrigerated cases, display shelves, registers, signs, carpeting, wall treatments, furnishings, etc.)? .... $ ____________

8. Please list any other costs involved in remodeling the store not included above .... $ ____________

9. What was the *total* capital investment for remodeling the store *excluding* only opening inventory and operating start-up costs? .... $ ____________

III. Energy

10. When remodeling the store, what specific changes were made to increase energy efficiency? (please check as many as apply)

Reduced light levels .... ☐
Added energy controls of any type .... ☐ 2
Changed to more efficient refrigeration cases .... ☐
Altered HVAC system to increase efficiency .... ☐
Added double doors to front entrance .... ☐ 5
Added loading dock enclosure .... ☐
Reduced ceiling height .... ☐
No changes made .... ☐ 8

IV. Factual Information

11. Please check what the annual sales volume of your company will be in 1979 (approximately).

Under $10 million .... ☐ 1
from $10 to $30 million .... ☐
from $30 to $100 million .... ☐
from $100 to $250 million .... ☐ 4
from $250 to $500 million .... ☐
over $500 million .... ☐

12. Does your company operate:

fewer than 11 retail stores? .... ☐
11 or more retail stores? .... ☐ 2

Facts About Stores Closed in 1979

Please complete one questionnaire for each store closed in 1979. If more than one store of the same size and format was closed in 1979, you may complete one questionnaire for each group of similar stores closed, however, please indicate the number of stores summarized on each questionnaire.

Number of stores summarized on this questionnaire. ____________

If you have any questions about completing the questionnaire, please call the research department of FMI—202/452-8444.

1. In what state was the store closed? .... ____________

2. How many years did your company operate the store? .... ____________

3. Was the store in a: (check one)

   1) regional shopping center (a planned center with at least *two* major department or discount stores)? .... ☐ 1

   2) community shopping center (a planned center dominated by *one* large department or discount store)? .... ☐ 2

   3) neighborhood shopping center (a planned center with more than one store but dominated by the supermarket)? .... ☐ 3

   4) free standing (a store located by itself or in an unplanned shopping area)? .... ☐ 4

4. Was the store a: (check one)

   1) conventional supermarket (sells a standard assortment of merchandise in the traditional way)? .... ☐ 1

   2) super store (provides an expanded and upgraded selection of both food and non-food items)? ... ☐ 2

   3) combination store (a supermarket with a pharmacy using common checkouts and at least 25% of the total selling area devoted to general merchandise)? .... ☐ 3

   4) limited assortment store (carries less than 1000 items and offers few if any perishables with a "no-frills" shopping environment)? .... ☐ 4

   5) warehouse store (uses utilitarian fixtures and emphasizes lower prices at the expense of customer service)? .... ☐ 5

   6) food department (a separate department located in a general merchandise store)? .... ☐ 6

5. What was the *total* area, in square feet, of the entire store? .... ____________

6. What was the *selling* area, in square feet, of the store? .... ____________

7. What was the average weekly sales volume for the store when it closed?
   (If the actual data is no longer available, give an approximate sales volume.) ____________

8. Please check the main reasons for closing the store: (check as many as apply)

poor profits ☐ 1
low sales volume ☐ 2
replaced by another store in the same area ☐ 3
building was too small ☐ 4
building was old/in poor condition ☐ 5
did not renew lease ☐ 6
high crime rate/neighborhood undesirable ☐ 7
withdrawal from market ☐ 8
other ________________ (please specify) ☐ 9

9. Please check what the status of the building is now: (check one)

another food store ☐ 1
another retail operation ☐ 2
another business operation ☐ 3
vacant ☐ 4
destroyed ☐ 5
other ________________ (please specify) ☐ 6

10. Please check what the annual sales volume of your company will be in 1979 (approximately):

under $10 million ☐ 1
from $10 to $30 million ☐ 2
from $30 to $100 million ☐ 3
from $100 to $250 million ☐ 4
from $250 to $500 million ☐ 5
over $500 million ☐ 6

11. Does your company operate

fewer than 11 retail stores? ☐ 1
11 or more retail stores? ☐ 2

Your participation and cooperation is greatly appreciated. Please indicate the number of additional copies (up to 10) of the final report you would like to receive: ________________

Name ________________________

Title ________________________